COACH MART

The weekly for the coach industry

Issue 657 £1 September 19th, 1991

EUROPE: NEW BONDING LAWS MEET WITH APATHY

Ambitious Reading Transport expands coach ops

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1987 B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.01.92. Stock No.1050.

1983 B10M Jonckheere P599, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.

1980 B58 Caetano Alpha, 11 metre, 51 seats, power door, Telma, white livery, red moq, MoT 27.01.92. Stock No. 0014.

1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No. 0012.

1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No.0006.

BEDFORD

1980 PJK, 29 seat, Duple Dom, Stock No. 0007.

1975 YRO Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white. Stock No. M9012.

1981 Leopard Plaxton Supreme, 12 metre, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. MoT 25.10.91. Stock No. 9011.

1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

1986 Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 3/4/92. Stock No. 0021.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette, white + yellow/orange stripes.
M.O.T. FEBRUARY 1992

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, all white.
M.O.T. APRIL 1992

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners,duo red moquette, centre sunken fixed toilet, continental entrance/exit door, double glazed tinted side windows, curtains, courier seat, power entrance door, carpet to gangway, coolbox, drinks machine, wiring for T.V./video, TELMA retarder, suspension raise facility, white/duo green/orange.
M.O.T. DECEMBER 1991

VOLVO 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet, continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired/boxed for T.V./video, silver/blue.
M.O.T. JULY 1992

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn moquette, demountable toilet, continental door, TELMA retarder, cream.
M.O.T. FEBRUARY 1992

VOLVO 1988 B10M GL VAN HOOL ALIZEE-H 12M, 49 recliners, centre sunken fixed toilet, continental entrance/exit door, double glazed tinted side windows, curtains, Webasto pre-heater, water boiler, fridge, wired for T.V./video, 3 saloon tables (loose), power entrance door, courier seat, white/green.
M.O.T. MARCH 1992

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for T.V./video, cream/duo blue.
M.O.T. FEBRUARY 1992

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 str (44/48 recliners + 5 fixed at rear), duo red moquette, centre sunken demountable toilet, continental entrance/exit door, driver's berth, courier seat, double glazed tinted side windows, curtains, power entrance door, white/beige/rose pink.
M.O.T. MARCH 1992

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners,beige/brown moquette, centre sunken fixed toilet, continental entrance/exit door, double glazed tinted side windows, curtains, courier seat, power entrance door, carpet to gangway, coolbox, drinks machine, wiring for T.V./video, TELMA retarder, suspension raise facility, white/duo green/orange.
M.O.T. MARCH 1992

DAF 1987 DKVL PLAXTON PARAMOUNT 3500 12M, 51 recliners, red/grey moquette, rear sunken toilet, continental entrance/exit door, tinted side windows, curtains, courier seat, drinks machine, power entrance door, wired for T.V./video, TELMA retarder, ABS anti-lock braking, cream/duo blue.
M.O.T. APRIL 1992

VAN HOOL 1983 T815 ACRON (MAN Powered) INTEGRAL 12M, 49 recliners, red moquette, centre sunken toilet with continental door, power operated entrance door, wired for T.V./video, white/brown.
M.O.T. APRIL 1992

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In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.

VALUE ADDED TAX;
Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

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Looking back on past Maintenance Diary surveys as a new series is set to get on the road

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COMMENT

WAS IT apathy or fatalism that gagged Britain's coach operators when they were asked for their comments on the Government's proposals for bonding?

Through our own surveys, we know that around 70 percent of our readers are directly involved with tourism, and more than 50 percent have their own tour programme. That's around 2,500 of you. Yet when the DTI produced its version of the EC directive and asked for comments, it got 20 replies... many of those from consumers.

The answer may be evident from the replies which came from coach operator associations representing the views of their members. In the main, they felt they had little to fear and, apart from asking for the DTI to tighten up the wording, were fairly happy with the licensing proposals.

Another possibility is that operators are waiting to see the draft legislation before making a judgement. That's understandable, since the DTI's proposals contain more 'maybes' than a politician's speech. Or perhaps operators feel the Government will do what it must do, no matter what.

The new licensing system, when it comes, will have a profound effect on the face of British coaching. True, it will give us a level pitch to share with other European coach operators, but it will undoubtedly push costs higher for many operators and might even take them out of the tourism equation.

Apathy? Possibly, but with the DTI working to a January 1993 deadline, there really isn't much time left to sit on the fence.

THE new broom of Clansman has now swept through Highland Bus and Coach and pushed 80 drivers into nearby rival Inverness Traction.

Clansman managing director, Guido Crolla, has made it fairly clear that he no longer wants to compete with Stagecoach-owned IT in Inverness, which now has a clear run.

Passengers might now have a limited choice of bus companies but no doubt Stagecoach will make sure it has no shortage of buses. Above all, this spells an end to uncertainty for the public. And if any one factor has driven passengers off the buses, it has been constantly-changing timetables, bus companies which come and go, and fares which rise and fall like the tide.

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■COMPANY CLOSURE

London Forest to be disbanded...

STRIKE-torn London Forest Travel is to be disbanded by London Buses after a bitter summer of discontent.

In a few short months, the two-year-old company suffered a month of strike action, the arrest of one of its finance staff for alleged fraud, and the unconnected resignation of managing director, Tom Young. Now, the future of 1,300 staff is on the line.

London Buses Ltd (LBL) says the company has to go after losing tendered routes and having 'limited prospects for success in winning future tenders.'

So far, no date has been set for the closure but LBL has said that many platform staff will be absorbed with the depots and buses into other LBL companies, but that the future of around 40 office staff may be at risk.

'London Forest is simply no longer viable,' said an LBL spokeswoman. 'All of its services will be reallocated, so there should be no effect on consumers.

'We realise many staff will be concerned about job security and we will ensure they and their representatives are kept fully informed as decisions are reached,' said London Buses' managing director, Clive Hodson.

London Forest: future of 1,300 staff is on the line.

LBL has not said which of London Forest's four depots - at Ash Grove, Hackney, Leyton and Walthamstow - will close with the shutdown but the failure to secure 11 tendered Walthamstow routes in June when the TGWU could not agree a new pay and conditions package will have some influence.

London Forest has already said it intends to close Leyton.

■PRIVATISATION

... as deadline for coach sale fixed

LONDON Coaches will be sold this financial year - says its owner, London Buses Ltd.

Notices advertising the sale - the first in LBL's privatisation - will go out during October, with the last bids being taken before April 1992, said an LBL spokeswoman.

But there is still no hint of what will be sold.

London Coaches runs 46 Routemasters and 50 leased coaches. It has premises at Wandsworth and leases offices in London. Its core work is open-top sightseeing, group handling and tours, but it also runs North Kent commuter routes.

The trading position of the company until April '91 was not known as *Coachmart* went to press, since accounts had not been filed, but turnover in 1989/90 was £5.69 million, producing a pre-tax profit of £186,000.

Net current assets were £119,000.

■MINIBUS

Scottish Secretary backs Russell

STRATHCLYDE minibus operator, Joe Russell, has won his long running battle to continue operating from his base in Sandford, near Strathaven.

Mr Russell's business had been under threat since April 1988 through East Kilbride District Council's persistent refusal to allow retrospective permission for a change of use of former farm buildings (*Coachmart*, December 13, 1990).

But the Secretary of State for Scotland has overturned the council decision after hearing evidence from local councillor, Hector MacDonald - who had originally opposed the application - and residents supporting the switch.

Mr Russell was granted permission for a change of use for seven minibuses for five years.

The council says it will not be appealing against the decision and its claims for costs against Mr Russell have been turned down.

■TOURS

Beverley's collapse leaves 250 stranded in Spain

ANOTHER non-bonded tour company - the second in less than a week - has collapsed leaving over 250 holidaymakers stranded in Spain.

Following the crash of Shropshire-based Pineda Travel Club Holidays (*Coachmart*, September 12), Beverley Travel Club has been placed in the hands of the Official Receiver.

It is believed that the partners in the company, David and Linda Rushton, wound up the business because of mounting debts.

Hundreds of customers are said to have lost their holidays and those already in resorts on the Costa Brava are having to find other means of returning home.

Fellow tour operator, Med International of Selby, has mounted a rescue bid and is offering spare capacity on its return journeys at £30 per head.

A spokesman for the official receiver told *Coachmart* that it was too early to assess the debts incurred by the company.

Beverley Travel was not a member of the Association of British Travel Agents (ABTA) and therefore not covered by the association's bonding scheme.

• Operators apathetic on new EEC bonding - page 25.

BRIEFS

● AN experimental park and ride service is being launched in Guildford on Saturday.

Provided by Surrey County Council and the borough council, with support from British Rail, it will link out of town car parks with the shops, bus and rail stations. The trial will last six months.

● DEPUTY director and secretary of the Society of Motor Manufacturers and Traders, Michael Feather, has died suddenly at his home at the age of 58.

Mr Feather, who joined the SMMT in 1966, leaves a widow, Rosemary, and a son and daughter by an earlier marriage.

● THERE is to be a thanksgiving service for the life of Eric Taylor - founder of Taylors Coaches, of Tintinhill, Somerset - who died suddenly in July (*Coachmart*, July 25).

It is being held at Sherborne Abbey, Sherborne, Dorset, on Tuesday, September 24 at 2 pm.

● GREATER Manchester Buses is to take the first Northern Counties Countybus to evaluate high-capacity single-deck operation on local bus services.

The 11-metre bus will have aluminium body with 51 seat/20 standee capacity on Volvo B10M chassis.

● A RATIONALISED driving licence fee structure, which comes into effect on February 1, 1992 will benefit PCV drivers.

First applications for provisional PCV licences will jump from £5 to £21, but successful PCV test candidates will receive a free first licence instead of paying £22.50. Subsequent renewals drop from £22.50 to £21.

Truck drivers face a massive licence renewal increase from £10 to £21, bringing all vocational fees to the same level.

■COACH

Highland withdraws Inverness services

HIGHLAND Bus and Coach this week withdrew from most commercial services in Inverness licking its wounds, after its head-on conflict with Stagecoach-owned Inverness Traction.

Highland - part of the Clansman group which includes Scottish Citylink - is to concentrate its efforts on its other depots, having retained chiefly tendered services and schools contracts in Inverness, and has given its Fort William base Citylink express work for three coaches.

'We're slightly bruised and battered,' admitted Clansman managing director, Guido Crolla. 'By the end of last week, things were getting difficult for us. Drivers 'borrowed' from other depots were getting fed up with running against Inverness' free buses and not unnaturally wanted to go home.'

Mr Crolla said he was undaunted. The Inverness bus mileage was only a small percentage of Highland's work, was loss-making, and the walk-out by 80 drivers who joined IT merely brought the company 'not a million miles from where we wanted to be.'

Mr Crolla announced before the conflict that 90 redundancies were on the cards: 'And that's the situation we have got now. We didn't get there the way I would have liked, but we have now got a sustainable core business,' he told *Coachmart*.

'Things could have been worse. We had two problems - too big a labour force and competition - and they weren't going to go away.'

Northern Bluebird finance director, Rob Harvey - whose company is shortly to absorb Inverness Traction - admitted the bullish, knee-jerk action IT had taken had been costly, if effective.

'Highland has withdrawn from most of its commercial bus services and we have got them from the traffic area office,' he said. 'We have now been able to charge fares.' Mr Harvey said it now operated without major opposition in the town.

Mr Crolla would not comment about the future of Highland Bus and Coach but said it would be making money elsewhere. Clansman was obtaining more coaches for the company for hire work.

● *See auction news on page 10.*

■FIXTURES

DTI's bonding legislation due to be revealed

THE DTI's draft legislation on bonding (see CT & E, page 25) should be ready in time for discussion at a special seminar organised by *Coachmart* on November 7.

Full details of the one-day conference, to be held in the Midlands, are not yet available, but it will examine the changes to legislation and the role of the operator.

Among an impressive array of speakers will be European operators giving their views of the UK market, and British operators who have already cashed-in on trade with European partners.

A major PSV manufacturer will be giving his views on EC vehicle legislation - saying how the industry sees the 'Eurocoach' of 1993. And all of the speakers will be available for questions.

The conference price will include lunch and coffee breaks. Overnight accommodation will be arranged as required.

Full details and booking forms for this important seminar will appear in future issues of *Coachmart*.

■BUS

Renault: first 'mini-scuttle' has 12 seats.

Renault's bigger B range

RENAULT has extended its B range with the introduction of a 'mini-scuttle' chassis as a base for minibus bodywork.

The first is an accessible bus from Plaxton subsidiary, Mellor Coachcraft, of Rochdale. It will have 12 seats and rear wheelchair lift.

Produced at the Batilly plant in north east France, the B range mini-scuttle is made up of chassis, 106 bhp turbocharged engine, ZF driveline, instruments, controls, driver's seat, headlamps, front bumber and floor panel. Most exterior panels are deleted to give the bodybuilder maximum freedom. It is available at five and six tonnes GVW with choice of 3,200 mm, or 3,840 mm wheelbase on both versions with a 4,400 mm derivative on the six-tonner.

Over 80,000 B range vehicles have been sold worldwide since 1982.

■EMPLOYMENT

Plaxton shuts Blackpool depot

PLAXTON is to close its last remaining former Duple parts depot in Blackpool with the loss of 14 jobs.

Robert Wood, Plaxton Group managing director, told *Coachmart* that Plaxton/Duple Parts and Service was forced to reduce costs and trim-back to an essential core appropriate to the current size of the market.

'After monitoring our Blackpool activities we found a large proportion of business was for a declining number of Duple vehicles. There are hardly any still under warranty.'

Mr Wood claimed that the location had no strategic advantage. Consequently, the lease with Trinity Holdings will not be renewed.

Plaxton's parts and service division had five after-sales depots - two acquired with Duple two years ago.

It will be left with three at Barrhead, Ware and Anston - employing 146 staff on both parts distribution and repair work.

Rationalisation started with the closure of the historic Edgware Road site, Hendon, in July *(Coachmart*, June 20, 1991).

Last week the Plaxton Group announced a £4.5 million loss for the first half of the year- blaming the 'depressed new vehicle market and the worst ever recession experienced in the bus and coach industry.'

Plaxton's bus and coach division lost £1.6 million compared with a profit of £1.4 million in the same period last year.

■TOURISM

Good news for tourism

AMERICAN and Japanese tourists will be back to Europe in a big way next year, says the European Travel Commission.

Research on US visitor numbers this year reveals bookings down 36 percent at the start of the Gulf war, 20 percent down by the second quarter of the year, but just 15 percent down in the third. The current quarter should see a return to normal.

But the Japanese did not stop booking holidays. They went to the US, Canada, Hawaii, Australia and China - countries which reported a 20 percent increase in Japanese visitor numbers.

Incoming tourism was more price-sensitive and visitors booked lower grades of hotels. This trend is expected to continue next year.

■ACCIDENT

Courier dies in coach crash

A COURIER was killed and two other Britons badly hurt last week when a lorry crashed into a coach carrying Cosmos holidaymakers in Spain.

Michael Slade, of Kirby le Soken, Essex, died as he was sitting alongside the driver of the Spanish coach. Mr Slade (47) had worked for Cosmos for 11 years. Ten passengers and the driver were taken to hospital and eight were released after treatment for minor cuts. The other two are said to be in a stable condition.

The holidaymakers were on the second day of a 15 day coach trip of Spain, Portugal and Morocco.

■REGISTRATIONS

Traffic office information

OPERATORS using the new Fax facility at the Scottish Traffic Office will still have to give 42 days notice of local service registrations.

Coachmart suggested that registrations and variations could be up and running within seven days *(Coachmart,* September 12, 1991). What we should have said is that the traffic office must receive a completed form (PSV/FAX) and a cheque as advance payment not less than seven working days in advance of the Fax application.

■LEGISLATION

Prescott makes transport pledge

John Prescott (above right) with Wakefield MP, David Hinchcliffe (left), and Caldaire chairman, Ken Hodgson.

SHADOW Secretary of State for Transport, John Prescott, promised that a Labour Government would more actively encourage the use of all forms of public transport when he visited one of the country's biggest bus companies.

As speculation grew about a November General Election, Mr Prescott used the visit to Caldaire Holdings at Wakefield as an opportunity to criticise the Government for not paying enough attention to the role which the bus could play in increasing mobility and improving the environment.

He welcomed the Caldaire policy of investing in new vehicles - the average age of the group's buses are just six-years-old - and encouraged others to do the same.

Ken Hodgson, chairman of Caldaire, which operates 900 buses throughout the north of England, told Mr Prescott that the group would be investing nearly £7 million in new vehicles, machinery and technology. He said: 'We now have the youngest and most up-to-date fleet in West Yorkshire and no bus company in the region charges lower fares than us.'

■BRIEFS

● A SPECIAL commemorative plaque is being unveiled next weekend in the Manchester Museum of Transport by the Lord Mayor of Manchester, Councillor George Chadwick, to celebrate 90 years of buses in the city.

Twenty-year-old red buses will also be on show in Albert Square on Saturday (September 21) and will be giving free rides the following day.

● TONY Jenkins of Red & White Services of Cwmbran, Wales, has emerged as the UK Bus Driver of the Year. Victorious minibus driver was Lindsay Williamson who has worked with Bristol Omnibuses' City Line for over three years.

The national finals - involving 72 drivers - took place in Blackpool.

● FOUR Reeve Burgess-bodied Dennis Darts to be used by London Central to upgrade its P11 and P12 routes in Peckham will be named after characters in BBC TV's 'Only Fools and Horses'. 'Del Boy', 'Rodney', 'Cassandra', and 'Uncle Albert' will be joined by 12 other Darts.

● FITTERS, coach salesmen and others who drive a coach or bus on an ordinary car licence are warned that to continue they must have a 'restricted categary D' before the end of March next year.

Drivers registering with the DVLA on form DTp 20005 will be permitted to drive large passenger vehicles not used for hire or reward as long as they have regular experience over the past three years.

The alternative is take a test for full entitlement.

● GREATER Manchester Passenger Transport Executive is considering the use of more Infotill electronic information machines at key points in Manchester. The first experimental installation in Piccadilly Bus Station has been hailed a success.

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■EXPRESS SERVICES

Reading Transport moves in for Bee Line M4 service

AS part of an ambitious drive to expand its coach operation, Reading Transport is to take over the rival Reading Londonlink commuter service of Len Wright's Bee Line company.

Bee Line's Londonlink runs in direct competition with Reading's Gold Line X1 service along the M4 corridor into London. But it uses coaches instead of dual-purpose double deckers and terminates in Aldgate instead of Victoria.

Reading Transport plans to run the two services side by side until early next year, when they will be merged into one operation with its own new livery, logo and drivers. Coaches will be used on the peak services, double deckers on the off peak services.

'This is the first acquisition Reading Transport has made,' said managing director, Rod Wilson. 'We are now looking at expanding our coaching and leisure business and are currently talking to two or three companies in that field.'

Reading Transport's Gold Line Travel coaching division currently consists of four 425s. 'This year our coaching business has grown by 56 percent and we will turn over in excess of £0.5 million,' Mr Wilson said. 'Further growth will be added through acquisition.'

The deal with Bee Line covers the seven vehicles, including five 425 integrals, used on Reading Londonlink. The 15 drivers will also transfer to the new owners.

Reading Transport will also take over the 17-year lease of Bee Line's Forbury depot in the town. Bee Line will retain the main bus station, but the 35 vehicles which run its local bus network and the coach link to Heathrow will relocate to the recently built Bracknell depot complex. Reading Transport will fuel and clean the bus fleet at Forbury under contract to Bee Line, which will mean the transfer of a further 10 engineering and cleaning staff.

'The Bee Line acquisition will help secure the future of X1, which will develop into an exciting and much larger London service. It will give us the chance to develop our customer base and look at new markets,' said Rod Wilson.

■ENGINEERING

Cummins brings in an improved engine

CUMMINS, the coach and bus engine manufacturer, is to introduce air-to-air aftercooling on all engines down to 160 bhp for better emission level and improved fuel consumption.

The engines will be seen for the first time at next week's IRTE show in Scotland. Air-to-air aftercooling was developed at Cummins European Technical Centre in Darlington and the company promises that it will be standard on B, C and L10 series engines by 1993.

General sales manager, Roger Wilsdon, said: 'The simple and efficient B and C series engines, rated at 210 bhp and 240/265 and 275 bhp respectively in air-to-air aftercooled form, show what state-of-the-art computer design techniques matched to the advanced manufacturing facilities at Darlington can produce in terms of performance, efficiency and low emissions, without compromising reliability or durability.'

The world's largest manufacturer of diesel engines over 250 bhp is also showing Super E 14 litre truck engines and its 'full-authority' electronic CELECT engine which goes into production at the Shotts plant later this year.

■FIXTURES

Don't miss trip

Coachmart trip: only a few places left.

TIME is running out for *Coachmart* readers who want to experience life on the skid pan.

Operators are being offered a chance to handle one of Greater Manchester Buses' training vehicles in a slippery session next Wednesday evening - September 25, starting at 6.30 pm.

There are few places left, so ring Mike Morgan at *Coachmart* (0733 63100, extension 5249) and reserve your place now. It costs £7.

GMB training and development manager, Ian Wilson, is keen to promote the commercial potential of the Hyde Road training facilities. In addition to coach driver training, the company has recently taken-over the PCV instructor training activities of BusTech.

The skid pan can be hired for private sessions so you are advised to come along and see what's on offer.

■COMPANY REPORT

Volvo Group loses £50m

THE Volvo Group, parent company of Volvo Bus Ltd, made a £50 million loss during the first six months of 1991 compared with £125 million profit for the same period last year.

Group sales, including bus and coach chassis, fell five percent, and the manufacturing giant expects to have cut over 8,000 jobs by the end of the year.

Although still recording a loss, results for the second quarter offer a glimmer of light. The loss was down to £15 million compared to £35 million for the first quarter.

Volvo blames weak markets, low sales and under-utilised production capacity. It says the downturn for coaches and buses was most severe in key markets - Nordic countries and Britain. Volvo PSV sales worldwide dropped a modest four percent for the first six months, but its European market share is down.

■COACH

Greyhound gets an Alpha route

TAYSIDE Public Transport coaching arm, Tayside Greyhound, has taken on one of the international routes lost by Alpha Royale following its row with Impact Holidays *(Coachmart,* August 29).

The company, which operates 30 coaches from its depot in Dundee, has leased a double deck Neoplan for the twice-weekly trips to Spain.

Tayside PT's new international operation is being run on a trial basis until early November.

■COACH & BUS SALES

Operators cut back for winter

ADT's bus and coach auction has rapidly established itself as the barometer of used coach prices. Mike Morgan reports on the latest trends.

HIGHLAND Bus & Coach raised nearly a quarter of a million pounds when it off-loaded a dozen surplus coaches at the ADT auction last week and the bids for the Duple-bodied Leyland Tigers set the tone for the rest of the sale.

ADT gave Highland a special mid-day slot which attracted a large crowd to the Belle Vue, Manchester, auction hall. The recently privatised former Scottish Bus Group company, now owned by Scottish Citylink, sent a mix of B reg Laser 2s and lavishly equipped 1987 340s - six of one and half-a-dozen of the other.

At first the Tigers failed to reach the reserve, but prices quickly stabilised and the hammer fell at around £16,000 and £25,000 for the two types.

The Highland vehicles were the first of 67 coaches on offer. Prior to that a handful of service vehicles and minibuses were sold. Yorkshire Rider sent two 19-year-old Leyland Atlantean double-deckers - one a non-runner - but the top bus bid went to a 1980 Atlantean. However, £2,200 did not tempt its vendors to part with the former South Yorkshire Transport vehicle.

The low volume of buses for sale reflects both a growing shortage of suitable machines for local service work and the absence of a major seller - companies like Yorkshire Rider and Go-Ahead Northern have previously used ADT sales to dispose of large numbers of buses.

However, a consistent number of coach entries was strengthened by a growing number of quality vehicles. Among these was the surprise presence of a Duple Caribbean-bodied Leyland Tiger from Robinsons, of Great Harwood.

Highland Bus & Coach: its 12 coaches made up to £25,000 each.

Encouraged by the Tiger theme promoted by the Highland vehicles, Robinsons used the Belle Vue sale to test the water for one of its six-year-old tour coaches. In previous years the Lancashire company had a queue of buyers when it advertised vehicles for sale at the end of each season. Traffic and tour manager, Philip Beaumont, explained the change of policy: 'We wanted to see the price a low mileage quality vehicle would fetch at auction.'

With only 390,000 km on the clock, this shining example of the black/green fleet is one of five being offered for sale through *Coachmart's* classified pages at £38,000. Confident that the coaches will achieve this price, Robinsons rejected a £28,000 top bid.

After shelving plans to dispose of its sole remaining Tigers last year, Robinsons ran 34 coaches this season instead of hiring-in. When the Tigers are sold the company will be standardised on the DAF/Van Hool combination.

Smith Ivins, of High Wycombe, had four well prepared coaches on offer. The Buckinghamshire operator is trimming down its fleet following loss of some contracts. It planned to send two DAFs, a pair of AECs and one Leyland, but one was sold privately before the auction.

Despite being unused since August MoT these vehicles failed to reach the reserve. Partner, Stewart Ivins, told *Coachmart* that subsequent to the auction a 1977 AEC/Plaxton went for £5,750.

Mike Burns, managing director of Copeland's Tours in the Potteries, is hoping for a similar follow-up story. The company sent four machines. The quartet attracted admiring glances, but bids failed to reach expectations.

Mr Burns said: 'We did it as an experience to see whether it would be best at auction or through classifieds.'

One stumbling block to sale by auction for Copeland's is the 'Catch 22' dilemma of whether or not to remove personalised features before sale. Mr Burns said: 'With a private sale you have a chance to remove name and any cherished number plates, whereas at an auction there is no time if the vehicle is sold.' The alternative is to prepare the vehicle beforehand which exposes the risk of being unable to operate the vehicle if unsold. 'I'm going to ask if there is anyway round this.'

ADT confirmed that over 60 percent of last week's entry found a buyer at auction. Commercial manager, Derek Bolt, commented: 'The auction reflects the state and mood of the industry.

'Apparently it is a lot harder in business in general and prices have been affected, particularly during the last three months.

'In the light of what is a difficult market we are very satisfied, even if prices didn't reach the levels people expected.'

Mr Bolt added a confident note about future auctions - the next is on November 5 at 11 am. 'There is still a lot of interest in the sales and the next one will be an acid test - last November was the strongest sale of the year.'

According to Mr Bolt, operators entering a bus or coach for sale could help themselves by providing ADT with more details of the vehicle. Those who simply turn-up on the morning of the auction are not allowing the auctioneers to do an effective job - only half of the coach entries were detailed in last week's catalogue.

In an effort to improve the chances of realising a good price, ADT has altered next year's 'September' sale to the last week of August. Mr Bolt said: 'It's in our interest to try and achieve the best prices possible for the industry.'

Coachmart is published by EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS.
Telephone 0733 63100.
Classified Advertising 0733 898111
Fax 0733 62656.
Telex 32157. ISSN 0953-8240
Editor in chief - Mark Barton
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Group marketing manager - Sarah Ramsden
Subscriptions inquiries-Joanne Reed

Coachmart is only available by pre-paid subscription.

Domestic subscription rate is £45 per year; £75, 2 years; £95, 3 years; and Europe (including Irish Republic) £85 per year. Worldwide air mail rate is £115 per year. All rates include postage.
Contributions should be sent to The Editor, **Coachmart**, Wentworth House, Wentworth Street, Peterborough PE1 1DS.
The Editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy.
Typesetting and colour origination: Meridian Media Services Ltd, Orton Southgate, Peterborough.
Printing: William Gibbons & Sons Ltd, Wolverhampton.

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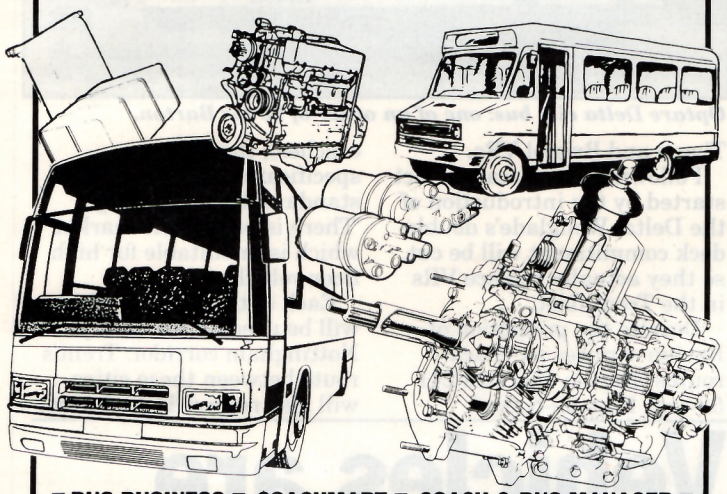

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Barton buys Delta buses

Optare Delta city bus: one of an order of 20 for Barton.

BARTON has received its first new vehicles since joining the Wellglade Group two years ago.

The buses are eight of an order for 20 Optare Delta city buses based on DAF SB220 underframes.Wellglade's Trent Buses operation will receive the balance.

Wellglade chairman, Brian King, said: 'We were impressed with the overall design, the method of construction and the internal layout.'

He explained that the buying decision was a two-horse race. 'The choice was between Volvo and DAF, but we decided to go for DAF because of the combination with Optare. It was a very narrow choice.'

Wellglade has experience with 24 Volvo B10M 'deckers in the Trent fleet and 21 DAF coaches taken over with the Barton operation in July 1989.

With the aim of standardisation, some DAFs with non-standard features such as disc brakes, were sold. The cause will be further promoted with the complete elimination of Leyland National Mk IIs, Tigers and Bristol VRs.

Following the cascade effect started by the introduction of the Delta, Wellglade's double-deck commitment will be cut, so they actually replace VRs in the Trent fleet.

Despite the promotion of Barton services as 'coach' routes (Barton operates 211 53-seat Plaxton-bodied coaches), the Delta specification is to bus standard. Says Mr King: 'There is part of the market which is unsuitable for high floor vehicles.'

Each of the Barton vehicles will be used on the Derby-Nottingham corridor. Trent's route between these cities will also receive Delta buses.

Stephenson moves back to coaching

JUST over two years after selling out to Stagecoach, John Stephenson has made his first move back to coaching with a new Leyland DAF 400 series powered by 2.5 litre Peugeot diesel engine from Made-to-Measure.

Stephenson's, of Maryport in Cumbria, sold its 10-vehicle business in May 1989 to Stagecoach subsidiary, Cumberland Motor Services, after the sudden death of John's brother, Reg. After 30 years running full-size coaches John said: 'It was like cutting your right-hand off.' During the interim John has continued with his funeral business, but a hankering for a coach inevitably took him back to PSV work.

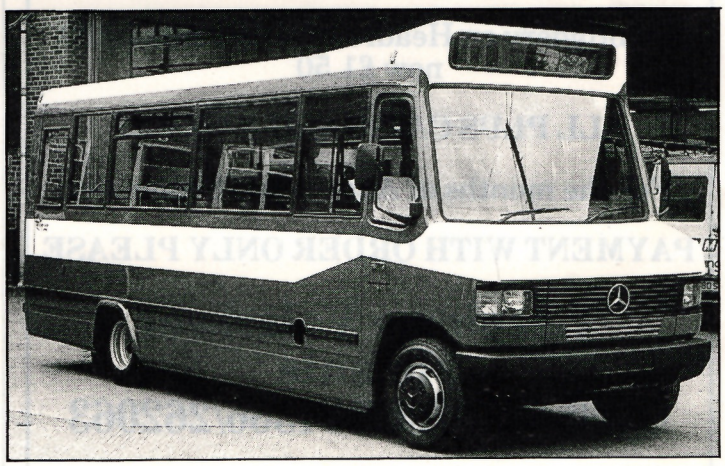
After gaining a restricted licence he did a straight deal with M-2-M and bought the 16-seater for £16,000. Although very satisfied with his new steed and comforted by Leyland DAF's two-year warranty, he would like more power. 'It's a little bit sluggish without a turbo - especially on motorways.'

Vehicles are all right for Red and White

STAFFORDSHIRE-based PMT Engineering, which bodies mini and midibuses, has supplied two vehicles to Western Travel subsidiary, Red and White Services.

They are two 25-seat midibuses based on Mercedes-Benz chassis cowls and have been built to Bursley bus specification, which includes destination gear with a triple route number, stage carriage seating and cash tray. It also boasts purmo heating and has been built to DiPTAC specifications.

They are to be used in conjunction with a 27-seat AMI-bodied 709 which was delivered earlier in the year. Each is powered by a four cylinder diesel engine producing 90 bhp.



You've been buying...You've been buying...You've been buying...You've been buying...

StarRiders join Bebb Travel

BEBB Travel has recently taken five new Optare StarRider vehicles, bringing its fleet up to 43.

They are being used primarily on stage carriage work between Beddau and Pontypridd.

The futuristic Optare styling, coupled to the heavy duty Mercedes-Benz 811D chassis, is designed for a long life. A welded safety cage is manufactured from heavy duty steel box section and is pre-treated against corrosion using Mebon wax injection on the inner surfaces of the tube and Mebon Coachguard on the outer. Aluminium alloy and modular GRP panelling is designed for easy repair and all windows are gasket mounted.

The Bebb order called for a mixture of chassis specifications for maximum operational flexibility.

Two vehicles have manual gearboxes - the others have factory fitted automatic transmission and electric retarder.

Optimo II adds to Fahrenwide's fleet

FAHRENWIDE'S expanding luxury hire operation in Orpington has received a boost with a new Toyota Optimo II from Salvador Caetano (UK).

Owner, Roger English, went for a second Optimo after running a mark I version alongside two VW Caravelles on executive private hire. He described the vehicle as 'the nicest little coach for the money.'

But he said a few problems had created some interesting experiences during its first few weeks in service.

Mr English said: 'The plug door jammed open and there have been a few other minor niggles such as the bulbs constantly going. I think I've replaced the complete set by now.'

Although lettered after delivery with name and phone number, Fahrenwide prefers a discreet all-white livery. 'People quite like a nice white coach for hiring-in - subtlety is important.'

First for Reeve Burgess

REEVE BURGESS has built its first Beaver bus body on Mercedes-Benz 814D chassis. The vehicle has joined 54 other Beavers in service with South Wales Transport.

Alan Kreppel, managing director of SWT, says: 'We are committed to the 31-seater for the majority of our services, rather than traditional, bigger, single-deckers. Buses of this size are economical to run and attractive to our customers. They are also perfectly adequate for most of our rural routes.'

The new 814D-based Beaver has been added to SWT's Haverfordwest fleet where it is used on a mix of commercial and tendered services.

It has been built to meet the specifications laid down by Dyfed County Council for buses used on tendered routes and incorporates features to ease access for less able bus users, including brightly coloured textured handrails with palm operated bell pushes and high visibility edges on the entrance steps.

The 814D has a turbocharged and intercooled version of the Mercedes-Benz four litre OM361 engine, the OM364LA, which is rated at 134 bhp. This compares with the 114 bhp for the OM364A used in the 811D chassis.

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1987 (D) DAF MB230 DKVL PLAXTON PARAMOUNT 3500, Telma, ABS, Webasto, 53 recliners, cont door, sunken toilet, double glazing, Blaupunkt radio/PA/tape, TV, crew seat, hot water boiler, fridge, draw curtains, gangway carpet, burglar alarms, exterior white/blue, one owner/driven from new, MoT March 1992.....**£69,950**

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MAINTAINING VEHICLE STANDARDS

Nineteen vehicles have been monitored in *Coachmart's* Maintenance Diary over the past 18 months. Before embarking on a new series, Mike Morgan reflects on the results so far.

FOR sheer variety of operation you have to go a long way to beat the coach industry.

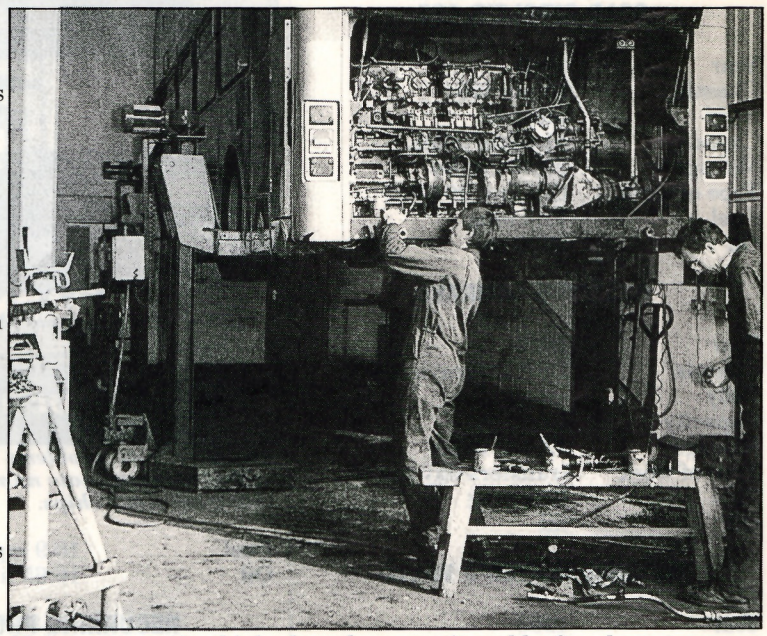
Despite running into a fourth series, *Coachmart's* Maintenance Diary continues to reflect the different combinations of chassis and body that make up the colourful public image of the coach world.

With the addition of a further six PSVs in the last survey the grand total of vehicles monitored has grown to 19. Each one is different. Although three Volvo B10Ms are included, each has a different body, and each has been used on different types of work.

Midland United's Jonckheere-bodied coach comes out best of the trio with 9.78 mph, but only just. Kimes' vehicle in our pioneer survey runs it a very close second despite being used on more short distance work.

Bruce's Volvo built up a phenomenal mileage on Citylink work during the second series, but paid a price in terms of fuel consumption - down to 8.28 mpg. Bob Chapman, at Gold Circle Coaches in Airdrie, took up the challenge. He believed one of his Duple 425s could top 140,859 miles in six months.

In the event a change of diagrams stopped the 425s doing double shifts on the Anglo-Scottish express and effectively cut the potential mileage in half. Nevertheless, the 425 comes in second in the mileage stakes. It shows the effect of intensive work on vehicle utilisation and contrasts with Richard Heslop's struggle for business on the London transfer circus.



Maintenance: 19 vehicles have been monitored by Coachmart.

Padarn Bus in North Wales has set a similar target for local service operators. Our previous standard for bus work was close on 30,000 miles. Padarn has topped that by more than 30 percent - a legitimate justification for buying new.

The Dart held up well in the economy league and joins a clutch of Cummins-engined vehicles returning around 12 mpg. Among these is the 425 which beat Bruce's Volvo with 50 percent better fuel consumption on the same type of work.

As expected, the smallest coach monitored tops the economy table - Essbee's 609D, and a Leyland National languishes at the bottom. Although the range of vehicles and operators has been wide, it is far from complete. Maintenance Diary has already re-started with a new set of candidates.

Coachmart has already lined-up six new contestants. All are willing volunteers and each is from a different area of the country operating a completely different set of vehicles to contrast with the results so far.

Our operators will report-in at the end of this month and the first report will appear in the October 10 issue.

FUEL ECONOMY LEAGUE

Essbee's 609D	16.8 mpg
Taylor's Javelin	16.1 mpg
Morley's Seddon	15.5 mpg
Morley's DMS	14.5 mpg
Birds' Ford	13.89 mpg
Neal's Swift	13.76 mpg
Brown's Javelin	12.4 mpg
Gold Circle's 425	12.3 mpg
Padarn's Dart	11.53 mpg
Williams' Bova	10.9 mpg
Shaw's DAF	10.47 mpg
Lewis' AEC	10.02 mpg
Midland Utd's Volvo	9.78 mpg
LAG EOS	9.75 mpg
Kimes' Volvo	9.68 mpg
Heslop's Dubrava	8.95 mpg
Delaine's Tiger	8.84 mpg
Bruce's Volvo	8.28 mpg
Halton's National	7.3 mpg

LAST SURVEY

Our most recent survey finished at the end of July.

Again variety was the name of the game and a further six different operators from three countries contributed their experience with vehicles ranging in age, size and type.

The results were:

ESSBEE'S 609D

Year	1990
Chassis	Mercedes-Benz 609D
Body	Made-to-Measure
Capacity	25 seats
Mileage	34,043.4 miles
Type of work	PH/contracts
Fuel	16.8 mpg

▶

Essbee's 609D: no serious faults reported in Coachmart's last survey.

◀

Oil	6.3 litres

GOLD CIRCLE'S 425

Year	1989
Chassis	Duple 425
Body	integral
Capacity	51 seats/toilet
Mileage	78,436 miles
Type of work	Citylink 904/947
Fuel	12.3 mpg
Oil	22 litres

HESLOP'S DUBRAVA

Year	1989
Chassis	DSB Dubrava 3200
Body	integral
Capacity	53 seats
Mileage	12,922 miles
Type of work	transfers/day tours
Fuel	8.95 mpg
Oil	nil

MIDLAND UNITED'S VOLVO

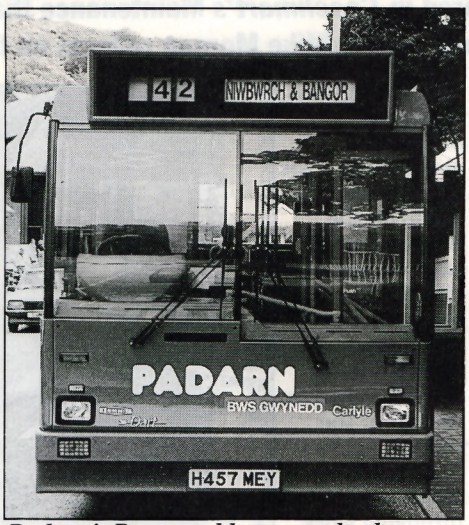
Year	1990
Chassis	Volvo B10M GL MkIII
Body	Jonckheere Deauville
Capacity	51seats/toilet
Mileage	36,134 miles
Type of work	PH/tours
Fuel	9.78 mpg
Oil	nil

PADARN'S DART

Year	1991
Chassis	9.8m Dennis Dart
Body	Carlyle Dartline
Capacity	43 seats
Mileage	40,996 miles
Type of work	local service
Fuel	11.53 mpg
Oil	6 litres

WILLIAMS' BOVA

Year	1981
Chassis	BOVA Europa
Body	integral
Capacity	53 seats
Mileage	14,400 miles
Type of work	PH



Padarn's Dart: problems unsolved included inadequate number plate lights and front stone chips.

Fuel	10.9 mpg
Oil	16.65 litres

RECURRING PROBLEMS

609D - Rear anti-roll bar mounting bolts and rear tail light lens replaced.

Williams: its Bova suffered some wear and tear.

A new lift pump fitted and gearbox oil changed to correct grade, but no serious faults occured.

In addition to routine service problems the following were replaced: tailgate lock; silencer; headlight seal; and radiator cowling

425 - Air compressor, air dryer and rear spring renewed. Toilet water tap replaced. Cummins refused to accept responsibility for an engine which blew-up after covering 319,000 miles in 22 months.

DUBRAVA - Very uneventful six months except for clutch fluid contamination and routine servicing.

Richard Heslop had ironed out the Dubrava's idiosyncrasies during the first few months of ownership.

VOLVO - Exhaust heat shield fitted; front fan-shaft yoke secured. However, the front brakes grabbed the headlines during the past six months.

Abnormal tyre wear could have been a symptom of either the brakes or worn steering.

But, the juddering persists and new drums and linings failed to rectify the situation.

Volvo modified the ferry lift and Jonckheere UK repaired bubbling floor and fitted a new drinks machine.

DART - Speedo head and leaking expansion tank connection pipe replaced; new radiator and fan control switch fitted; emergency stop solenoid

Gold Circle's 425: Cummins refused to accept responsibility for an engine that blew-up after covering 319,000 miles in 22 months.

LEFT: Testing time for Midland United (top) and Heslop (bottom).

replaced; brakes checked for abnormal wear following introduction by Dennis of a harder leading front shoe; wiper motors replaced; gutters retrofitted over passenger entrance.

Problems not solved include: inadequate number plate lights and front stone chips.

BOVA - Engine side gasket plate and offside rear oil seal required; new exhaust and flexi fitted; nearside king pin fitted; and anti-roll bar bushes replaced.

Other wear and tear included: broken engine dip stick and alternator bracket; recline mechanism on one seat; fractured pump plates; gear stick rubber gaiter; wiring terminals; and silencer.

MILEAGE LEAGUE

Bruce's Volvo (LondonLiner express) 140,859 miles
Gold Circle's 425 (Citylink 904/947) 78,436 miles
Clevedon's EOS (tours/shuttles) 67,711 miles
Padarn's Dart (local service) 40,996 miles
Midland United's Volvo (PH/tours/NatEx) 36,134 miles
Essbee's 609D (PH/contracts) 34,043 miles
Birds' Ford (Rail-link service) 31,579 miles
Morley's Seddon (local service) 29,200 miles
Kimes' Volvo (PH/contracts/service) 23,833 miles
Morley's DMS (local service) 23,000 miles
Halton's National (local service) 19,774 miles
Brown's Javelin (PH/tours/excursions) 19,391 miles
Delaine's Tiger (local service) 18,991 miles
Taylor's Javelin (PH/tours) 17,278 miles
Neal's Swift (private hire) 17,188 miles
Shaw's DAF (PH/extended tours) 16,042 miles
Williams' Bova (PH) 14,400 miles
Lewis' AEC (PH/contracts/excursions) 13,534 miles
Heslop's Dubrava (transfers/day tours) 12,922 miles

HOW VEHICLES' FARED IN *COACHMART'S* PREVIOUS MAINTENANCE DIARY SURVEYS

***COACHMART'S* first Maintenance Diary followed seven vehicles from December 1, 1989 to May 31, 1990.**

Here is a reminder of how those vehicles performed:

DELAINE'S TIGER
1983
Leyland Tiger
Duple Dominant IV

18,991 miles
Local service
8.84 mpg
18.5 pints of oil

HALTON'S NATIONAL
1972
Leyland National

19,774 miles
Local service
7.3 mpg
18 gallons of oil

KIMES' VOLVO
1989
Volvo B10M
Plaxton Paramount 3200
23,832.85 miles
PH/contracts/serv
9.68 mpg
12 pints of oil

MORLEY'S SEDDON
1977
Seddon Pennine 7
Alexander Y type

29,200 miles
Local service
15.5 mpg
no oil used

SHAW'S DAF
1986
DAF MB200
Plaxton Paramount 3500
16,042 miles
PH/extended tours
10.47 mpg
no oil used

TAYLOR'S JAVELIN
1989
Dennis Javelin 8.5m
Plaxton Paramount 3200
17,278 miles
Private hire/tours
16.1 mpg
no oil used

MORLEY'S DMS
1977
DMS Fleetline
MCW 77-seats
23,000 miles
Local service
14.5 mpg
no oil used

Morley's Coaches: two vehicles in Coachmart's Maintenance Diary surveys.

FOR our second survey a wider range of vehicles from half a dozen operators provided a more varied result.

This six month period finished at the end of November, 1990 with the following vehicle performance:

BIRDS' FORD
1985
Ford R1114
Plaxton Paramount 3200
31,579 miles
Rail-link service
13.89 mpg
12.5 gallons of oil

BROWN'S JAVELIN
1989
Dennis Javelin 11m
Duple 320

19,391.27 miles
PH/tours/excursions
12.4 mpg
5 pints of oil

BRUCE'S VOLVO
1990
Volvo B10MT mk III
Van Hool Astral III
67 seats
140,859 miles
LondonLiner express
8.28 mpg
14 gallons of oil

CLEVEDON'S EOS
1990
LAG EOS

67,711 miles
Tours/shuttles
9.75 mpg
13 pints of oil

LEWIS' AEC
1973
AEC Reliance
1990 Willowbrook Crusader
13,534 miles
PH/contracts/exc
10.22 mpg
Oil - not-recorded

NEAL'S SWIFT
1990
Leyland Swift
Reeve Burgess Harrier
33 seats
17,188.1 miles
Private hire
13.76 mpg
no oil used

MARKSMAN

ON TARGET

We must *all* make sure 1992 really is a year to remember

THIS year started inauspiciously but now seems to be making up for lost time.

I have been too busy gleaning as much profit as I can from the late booking harvest to be conducting mini-surveys. But could I have spared the time to ask a representative sample of people: (a) If they were aware that a week in May had been designated 'National Environment Week', and (b) Whether they knew of any benefits which had arisen from this attempt to raise public understanding about environmental issues, I am confident that less than one percent would have even known it happened and that less than 100th of that one percent could cite any benefit thereby generated.

However worthy the cause, it seems a pretty futile exercise to put a brand label on a slice of time, make a few supportive gestures and stage the odd publicity event which only attracts those interested in the subject - and hope that public awareness is thereby increased. It will not be and the exercise will be a waste of time and effort for those involved.

Yet there is a huge potential benefit in whipping up media attention in this way as long as there is a real story to tell, some new developments to crow about, plenty of human interest and, perhaps above all else, a prospect of gaining more converts to the cause.

Depending on how it is handled and supported, the latest brainchild of the Bus & Coach Council: '1992 - The Year of Coach Travel and Tourism', could be as easily forgotten as the date of the mother-in-law's birthday.

Or it really could make an impact in the minds of the general public which would bring lasting, and substantial, extra benefits to our industry.

By way of a positive contribution to that very worthwhile target, I offer a few constructive ideas.

Firstly, I would suggest, work should have already been put in hand to enable the product to be relaunched in 1992.

The old same-as-we-went-to-school-on-years-ago coach is not going to excite anyone. An attempted exercise in kidology hyping up the availability of (common as muck) on-board video, toilets and instant coffee (who can get excited about such mundane extras), is as dramatic as a wet Wednesday in Wigan.

What we need is something new and newsworthy with plenty of passenger appeal.

What we need is something really new, and newsworthy, which has lots of passenger appeal.

'More Comfortable Seating on UK Coaches' is one headline which would fit that bill.

Outside the UK, legislation permits seats which can be slid an inch or two into the aisle. The extra comfort which this gives has to be sat on to be believed. Continental coaches with this facility operate over here, as well as in their country of origin. It is high time the UK seating regulations were brought into line - thus ending this discrimination in favour of our continental competitors. What better time to announce it than next year?

How about 'Coaches Get Star Treatment' for another compelling headline? I have reservations about the plan to star rate coaches which has been languishing in the patent's office.

I would have far preferred to see entire operations star graded rather than just coaches, for the customer buys the whole service, not just that part given by the vehicle.

But, putting my personal misgivings aside, as star rating of coaches is ordained to happen sooner or later, the patent office needs to be kicked to make sure that it can be part of the 1992 celebration of the coach... and not later!.

'Coachmen Nouveau: Wine for You in '92' could tell the story of how coaches were now able to offer the same facility that BR has had for years - a provision in the licensing laws that allows the sale of alcoholic drinks to passengers.

What quirk of discrimination has graciously allowed us to offer our passengers uninspiring beverages like instant coffee in a plastic cup, but disgracefully denied them the right to buy nectar like a gin and tonic?

Getting this in place for 1992 would be new, newsworthy and likely to attract a new class of passenger who would not otherwise consider coach travel.

'Travel by Coach - the Healthy Way' could be quite a catchy slogan. Even if the entire industry is not ready for blanket legislation against smoking on PSVs, the publication by BCC of a list of members who had totally banned smoking on all of their coaches would, I am sure, attract a lot of public interest and would also induce operators to constantly review whether or not it was in their best commercial interests to jump onto this fast rolling bandwagon.

This might prompt an extension of the themed year with 'More Smoke-free in '93!' As well as big, national, campaigns of this kind, I think that the full value of this themed year will be lessened if there is not near-constant local news stories.

From time to time I do a bit of consultancy work for other operators and one of the bits of advice I always give on marketing, whatever the size of the operation, is to make one person responsible for getting news items into the local papers or on the radio and aim to do so at least once every month.

Ignoring the fact that news items cost nothing, they are infinitely more valuable than adverts. With a little imagination it is not difficult in our people-based industry to find nice little public interest stories.

With a little imagination it is not difficult to find public interest stories.

Restoring unusual or perishable lost property, giving sponsorship to a worthy cause, acquiring a vehicle with special features (especially if for the disabled), staff changes or employees with long service or accident free driving, unusual hires or tour destinations, particularly big bookings, and other seemingly mundane items which we tend to take as part of the everyday operation, can all have a news benefit to us individually.

But, when covered in 'The Year of Coach Travel and Tourism,' they will have extra impact for the operator concerned as well as making a valuable contribution to the total campaign.

I wish the campaign every success. It is a super idea, but does need a lot of groundwork by the instigators, and ongoing effort from all of us, if it is not to join the catalogue of long forgotten theme lines.

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If it has to do with Buses and Coaches you will find it at Coach and Bus 91. Everything from Computer Systems to Cross Channel Services, Seats to Snowchains, Ticketing to Tour Destinations — and of course all the latest Buses and Coaches.

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BEAT THE QUEUES

For information on pre-registration contact: Coach and Bus 91, BCC, Sardinia House, 52 Lincoln's Inn Fields, London WC2A 3LZ. Tel: 071-831 7546. Fax: 071-242 0053.

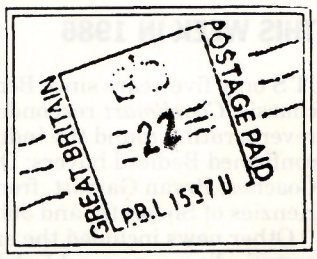
COACH & BUS 91

THE Coach and Bus event of 1991

See you there!

We should think about ourselves

Send your letters to: The editor, *Coachmart*, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough, PE1 1DS or by fax: 0733 62656



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

From Simon Edgecombe

SIR

IT would seem from my experience that the banks wish to dwell on the fact that we are in a recession - a situation which they are in part responsible for.

They have had the times when resources were plentiful and during that period I suspect their commercial judgement was a little short-sighted. Loans were given to all and sundry, irrespective of the merit of the project.

Now we find ourselves restrained by the banks' own lack of entrepreneurial spirit. How often have you been party to a bank taking a risk? Everything loaned is secured and when times are hard, they either resort to heavy-handed tactics or raise interest rates.

We must remember that banks are only a service industry in another service industry. We bank considerable sums of hard cash - for which they charge us - and then they sell it to other institutions like shops and pubs. They also sell it at vast interest rates to other customers.

I have now taken the decision that my money is better off working for me and have moved all my spare cash from the bank and placed it in the building society. I can still get at it when I want, but I have dispensed with all the charges. Yes, the building society still lend out my money, but they pay me the privilege for using it.

If we were all able to adopt this principal of using a service industry for our own benefit, then we would be better off and the banks would lose their delusions of grandeur. In short, I refuse to be held to ransom by banks or anyone and if we all used our commercial aptitude, we would be in a better position to demand what, after all, is demanded of us... service!

How many times have I chased suppliers in an attempt to spend my hard-earned money only to be promised a phone call back. If it never comes, I make a note of that firm and never use it again.

Many people have got so used to the so-called recession that they are just sitting back and waiting for an upturn in sales. The recession is a state of mind and the longer we perpetuate it, the longer we will suffer as a result.

My advice is, develop a more positive state of mind and remember those that do not serve you now. They do not deserve to survive and prosper.

You control your destiny... look after yourself and let the others do the same.

SIMON EDGECOMBE
MERCURY PASSENGER SERVICES
UNIT 8
HOO MARINA
VICARAGE LANE
HOO ST WERBURGH
ROCHESTER
KENT

NOSTALGIA CORNER

As the coach industry's leading magazine, *Coachmart* has always reflected the mood of the industry. This week we take a look at the news of five and 10 years ago.

THIS WEEK IN 1986

IT'S only five years since Bedford put a stop to its PSV chassis. *Coachmart* responded to the shockwaves reverberating round the industry by talking to four confirmed Bedford buyers: Dudley Haynes, of Banstead Coaches; Bryan Garratt, from Leicester; Cyril Kenzie, of Kenzies of Shepreth; and John Hewitt, of Premier Albanian.

Other news included the ending of speculation surrounding a renewed link between the Moseley Group and Salvador Caetano, of Portugal; Premier Travel taking over 700 senior citizens on a day's trip to Great Yarmouth; sites in Paddington and Vauxhall being identified as front-runners for a new central London coach terminal.

Premier Travel: in the news five years ago.

Finally, it was a big day for Paul and David Patterson and their staff. Not only did they feature in a *Coachmart* profile, but their Birmingham coach company put six new wheelchair lift equipped Reeve Burgess-bodied Leyland Cubs on the road for a Birmingham education contract.

THIS WEEK IN 1981

TEN years ago Kenneth Clarke, MP, had yet to reach the dizzy heights of education or health minister. As Parliamentary Under Secretary of State for Transport he had a timely message for holidaymakers.

Mr Clarke said: 'I would advise passengers intending to travel to Greece by coach, for their own safety, to use reputable travel agents and operators.'

His words of comfort included: 'In this country, we have very strict controls on coach safety and we enforce them very firmly to protect passengers.'

Secretary of State at the time, Norman Fowler, spoke to the conference of the Confederation of Passenger Transport. He said: 'For coaching, especially, the past 12 months have certainly been a period of dramatic change. Road service licensing restrictions have been removed from almost all journies. Operator licensing has taken over from PSV licensing. Coach operators, like other businesses, are realising that they must now seek out customers and positively market their product if they are to survive and grow.'

He went on to quote National Express as a shining example of an operator vigorously responding to new opportunities. *Coachmart* editor, Houston Ramm, took a close look at coach costings. Prompted by Leyland Vehicle's computerised 'System for Analysing Vehicle Expense,' Mr Ramm encouraged readers to 'SAVE and prosper.'

Buildi

ing a legend . . .

Weekly report on law and the coach operator by Michael Jewell

Bryan Richards gets a 'stay of execution'

CIMLA Common-based Bryan Richards, trading as B & D Richards, has had his licence revoked by South Wales traffic commissioner, John Mervyn Pugh. However, Mr Richards has been given a 'stay of execution' until November 8.

A disciplinary hearing had previously been adjourned to enable Mr Richards to seek legal advice, and he was given until the end of August to put his fleet of 10 coaches and minibuses through the annual PSV test.

Norman Lloyd-Edwards, for Mr Richards, said his client had only been contacted late on the Friday before the hearing on the Monday. Mr Richards said that he had been concentrating on getting his vehicles through the annual PSV test.

Mr Mervyn Pugh said that it was a very serious situation. There had been events since the last hearing which were not the subject of the present proceedings. He had been informed that only eight of the 10 vehicles had been submitted for test, and all had failed first time.

Mr Richards' vehicles had been seen without licence identity discs.

Mr Richards said that five licence discs had been stolen at the weekend, but Mr Mervyn Pugh said the vehicles had been seen prior to that. In addition, one vehicle had been seen without an excise licence.

The policy was now to view with suspicion claims that licence discs had been stolen, and operators had to swear a statutory declaration which was subject to the laws of perjury. 'I find it highly suspicious that you have 10 vehicles and a licence for only six,' said Mr Mervyn Pugh.

'There have been complaints from another operator that on the 20th, 21st and 29th, vehicles identified by their registration numbers were without operating discs, before you had notified that they had been stolen.'

Mr Mervyn Pugh said that he had been through the recommended maintenance procedure with Mr Richards in January, but Mr Richards had complicated the driver daily 'nil defect' reporting system, had not sent a letter to his drivers, did not know what a Tester's Manual was, and inspected his vehicles every four weeks instead of at intervals of three weeks.

Mr Mervyn Pugh said it was a serious situation. Only eight of Mr Richards' 10 vehicles had been submitted for test and all had failed first time.

Questioned by Mr Mervyn Pugh, Mr Richards said that he was pretty ashamed that his vehicles had failed their tests.

As far as the number of vehicles was concerned, one had been off the road since last December and three were run as eight-seaters.

He agreed that he had 13 school contracts, but said that some were done with private cars. Contracts with the DVLC and a local company were undertaken before the school contracts.

Mr Mervyn Pugh said that if Mr Richards was allowed to continue there would have to be weekly inspections, something that Mr Richards had himself suggested in January.

The commissioner said at this inquiry he was only concerned with maintenance, and not convictions and planning matters.

However, it had been explained to Mr Richards at meetings in the traffic area office that his vehicles must not go to his house in Cimla Common, but they were still doing so. There was evidence coming in day by day about Mr Richards.

'If, as you say, you are taking people to church, you must tell them you are not allowed, or you must use cars, and drivers must not call in to your house in your buses. There is no exception.

'You carry on your business in a non-caring way; you go your own sweet way. You employ 20 people and their jobs depend on you.

'The tragedy is it has been spelled out and written but you still carry on. You always find an exception. That is my big worry if you carry on,' said Mr Mervyn Pugh.

The licence had to be revoked as Mr Richards had lost his good repute, said Mr Mervyn Pugh, but he was prepared to give a stay of execution until November 8 as all the vehicles had now passed the annual PSV test.

However, he required a contract for the vehicles to be inspected every seven days, and if that was not received within 24 hours the licence would be suspended.

Mr Richards would have to put in a fresh licence application right away and it would have to be heard at a public inquiry. If a licence was granted certain conditions would be imposed.

Mr Mervyn Pugh said: 'I take very much into acount that 20 families' lives depend on your licence and I am not here to deprive people of their livelihood.

'If those jobs are taken away it is through you, and only you.'

He said that he wanted to make it abundantly clear that if there were any prohibitions that caused concern, or any reports of vehicles being used without a licence disc or tax, or there was a breach of any other condition, Mr Richards would be called before him and the stay of execution ended. Each vehicle had to have a licence identity disc, which meant that from the following day Mr Richards only had one vehicle to use.

Every Monday he must write to the traffic area office, informing it of the vehicles used and enclosing copies of the inspection sheets for those undertaken by an outside contractor.

The traffic commissioner told Mr Richards that he had been 'utterly stupid' and said 'without any doubt you have brought it all on yourself.'

'Throughout your dealings in the traffic area you have really been utterly stupid. Advice has been given which you have readily agreed. Despite that you have ignored it and gone your own sweet way.

'Without any shadow of a doubt you have brought it all on yourself.'

Mr Mervyn Pugh warned that he had not yet taken account of complaints from South Wales Transport and vehicle examiners, nor the fact that all Mr Richards' vehicles has failed their annual PSV test on the first occasion.

Those matters would be taken into account at the next public inquiry when South Wales Transport would be called to give evidence.

Weekly report on law and the coach operator by Michael Jewell

Sex offender fails to win PSV case

A MAN who is a convicted sex offender has failed in his appeal to Eastbourne magistrates against the revocation of his PSV driving licence by the South Eastern and Metropolitan traffic commissioner, Brigadier Michael Turner.

Gavinder Kisten, of Hyde Road, Eastbourne, had served a six months prison sentence after pleading guilty at Lewes Crown Court to indecently assaulting a 15-year-old girl.

He had pleaded not guilty to rape. The offence had occurred in a flat and not on a bus.

Mr Kisten's appeal was supported by his local MP, and the minister of his church, who told the magistrates that Mr Kisten was now a committed Christian and that he was certain no offence of a similar nature would occur in the future.

Opposing the appeal on behalf of the traffic commissioner, Lorraine Roblin said that bus drivers had to have clean records as they could be a threat to young female passengers, or to children when driving school buses or on school bus tours.

However, the revocation of Mr Kisten's licence need not be forever, and an application for a new licence in about five years time might be more favourably considered.

Mr Kisten said that he had driven Eastbourne buses for 12 years prior to the revocation. It was the sole way that he could earn a livelihood for his wife and son.

Dismissing the appeal, the magistrates said they had been impressed by the way that Mr Kisten had presented his case and they hoped that a future application for a PSV driving licence would be successful.

Operators are warned to 'stay out of *Coachmart*'

NEW operators were told to stay out of *Coachmart* by using the recommended system of maintenance in the West Midland traffic area.

At a Birmingham public inquiry, West Midland traffic commissioner, John Mervyn Pugh, said that he advised them to adopt the recommended system. It was one that worked and kept vehicles safe, thus preventing appearances at disciplinary proceedings. One of the most exciting bits in *Coachmart* was the Licensing and Legal column, which contained reports about operators appearing at disciplinary proceedings.

Mr Mervyn Pugh said that the granting of PSV operator's licences was not automatic and it placed an enormous responsibility on an operator's shoulders. It never occurred to the public there might be something wrong with the bus that they got on. That was right and proper, because if they did think there was something wrong, it would be a terrible indictment of the PSV industry.

The duty of the traffic commissioner, when analysed in depth, was that of a guardian of public safety, said Mr Mervyn Pugh. He was there to make sure passengers had a safe ride on a safe vehicle. Operations had to revolve around maintenance. Once maintenance revolved around operations, inspections got missed.

Each fitter should have his own copy of the Tester's Manual, and he also recommended that operators purchase copies of the catergorisation and amplification of defects manuals from the Vehicle Inspectorate. He also suggested that where maintenance was contracted out, that the operator go along to the garage with a Tester's Manual and watch how the vehicles were inspected.

For a maintenance system to work, the vehicles must be in A1 condition to start with, said Mr Mervyn Pugh, and he recommended that the vehicles be MoT tested again before they started operation, no matter how long ago the previous test date was.

He said that one or two operators had thought that the suggested daily driver 'nil defect' reporting system, using blank duplicate sheets, was too simple, and had printed their own large tick sheets. They did not work, as drivers found them too complicated. Likewise, if letters to drivers, pointing out their responsibilities, were not sent in duplicate with one copy to be returned as received, read and understood, the operator did not know whether the letter had been read.

Mr Mervyn Pugh granted full five-year licences to the operators concerned: Andrew Brandish, trading as Andy's Taxis and Minibuses, of Nuneaton, who had applied for a licence for two minibuses; and Tellings Golden Miller Ltd, also of Nuneaton, which had applied for a 12-vehicle licence having taken over two existing operators.

Fred Whalley threatens football coach clampdown

NORTH Eastern traffic commissioner, Fred Whalley, has warned that he will clampdown on football match coaches if he is told of companies who have created problems.

In a general notice to operators, Mr Whalley says that they will be aware of the general public concern about hooliganism at football matches and he expects operators in his area to co-operate fully with the police in their efforts to eliminate the problem.

Operators expected to co-operate with the police.

He reminds companies that the Sporting Events (Control of Alcohol etc) Act 1985, as amended by the Public Order Act 1986, prohibits alcohol on public service vehicles or minibuses adapted to carry more than eight passengers and which are being used for the principal purpose of carrying passengers for the whole or part of a journey to or from a designated sporting event.

In addition, the commissioner makes it plain that operators should observe police requirements that coaches must arrive at the sporting venue no earlier than two hours and no later than one hour before the scheduled kick-off; that coaches must not stop within 10 miles of their destination; that coaches must not stop at any premises where intoxicating liquor is available; and that departure from the event must be within one hour of the final whistle.

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SEALINK STENA LINE

Operators apathetic to new EC bonding

DTI gets 'handful' of comments

OPERATORS have been slow to respond to the Government's proposals for bonding, said a Department of Trade and Industry spokesman.

The draft proposals for new laws covering package deals was published at the end of July, and operators were asked for their comments. But so far, only a handful of replies have been received.

'We really haven't had too many,' said the DTI spokesman. 'Sources of replies have varied - we've had some consumers give their views. In general, people seem happy about the changes.'

The document explains DTI interpretation of an EC directive - which must become law by the end of 1992. Legislation will insist on a new licence, bonding, and is likely to make it a criminal offence to break guidelines on brochures and contracts.

So far, the DTI says it has found only one hitch - defining an organiser. In the draft proposals, organisers who put together packages 'occasionally' are exempt.

The exemption is intended to cover clubs and charity groups but operators are worried that unscruplous tour organisers may use this as a loophole to exploit tourists: 'We are dealing with this possibility in our draft legislation,' said the DTI.

The DTI defines a package as any combination of transport, accommodation, or other services covering more than 24 hours. Packages are pre-arranged, not combined at the request of an individual or group. Legislation will not allow a package to be split and billed separately in an attempt to avoid definition.

Among elements which must be included in brochures are classification of hotels and accommodation, warnings if low sales could lead to the tour being cancelled, details of all passport, visa and health regulations, times of all intermediate stops, and emergency numbers for the organiser.

Contracts are being tightened up to offer better information and statutory cancellation periods.

Turn to page 29...

Coachmart readers get special discount

COACHMART has come up with an exclusive discount package which could put cash in your pocket and help safeguard the future of one of London's best-known attractions.

London Zoo is offering a further 10 percent discount over its normal, low group entry rates... but only if you are a *Coachmart* reader. Easy, free parking for the day and a free guided tour is part of the package. And that's not all.

When you book a trip, you will also get a free advertising blank - a professionally-produced black and white visual which you can send direct to your local newspaper with the details of your business and the trip you have organised.

The deal can save around £100 on costs, and is timed for the arrival of the most popular zoo animal in the world, the Giant Panda. It is three years since London Zoo sent its male panda, Chia Chia, out to Mexico on loan, and he has been sorely missed.

China has now loaned another panda, Ming Ming, to the zoo. The arrival will be greeted with TV coverage and a massive advertising campaign, so it will pay to get a date booked while public interest is high, and before the offer deadline of December 31.

You can find out more about London Zoo's latest facilities and new packages at Coach & Bus '91, where it will be launching a campaign to boost group visits. The 10 percent discount applies to *Coachmart* readers for all of these deals.

To take advantage of this exclusive offer, simply clip out the voucher on the right and send it to: Cathy Robinson, *Coachmart* Offer, London Zoo, Regents Park, London NW1 4RY, or phone 071 722 3333.

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London Zoo, Regent's Park

Coachmart Voucher

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By
Bob Carlton

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Government's London tourism policy is blasted

THE Government's support for London tourism has come under attack from two directions.

Vice-president of the London Tourist Board, Lord Pitt, took advantage of time at The House of Lords to accuse the financial aid package as 'ludicrous', while LTB managing director, Tom Webb, told tourism minister, Viscount Ullswater, that, without support, any hopes of tackling London's problems were 'unrealistic.'

Lord Pitt asked what was being done to aid London's tourism, and said it was 'ludicrous that London's official tourist board is forced to lurch from one financial crisis to another.'

The London Boroughs Grants Committee had cut annual aid to the London Tourist Board by a second 25 percent, which left it barely able to fulfil its basic remit: 'If cuts continue, the board will be severely handicapped,' said Lord Pitt.

Funding of other capital city tourism boards is provided by municipal aid. In Paris, 32 percent of the tourist office's cash came from the city, in Madrid it is 60 percent, and in Rome as high as 85 percent.

Tom Webb's criticism of the Government came during an LTB seminar.

Viscount Ullswater came under fire for failing to mention London's environmental problems in his environmental paper *'Maintaining the Balance.'*

He said the LTB had spent a great deal of time drawing attention to the problems and working with the boroughs and central Government, but continuing support was being jeopardised by inadequate funding.

London: Government policy under fire.

Themed breaks from the Heart

THE Heart of England Tourist Board has produced a series of brochures to promote its 'Decidedly Different' themed itineraries.

Heart of England represents the counties of Gloucestershire, Herefordshire, Shropshire, Staffordshire, Warwickshire, Worcestershire and the West Midlands and trips incorporate some of the best known tourist attractions.

Six two-day packages are featured offering a mix of visits to country houses, castles, gardens, museums and factory workshops including Chatsworth House, Warwick Castle, the Wedgewood Visitor Centre and a chance to go on the Royal Shakespeare Company Theatre Tour.

All the venues are clearly marked on a map and there is information on facilities offered to coach parties.

Contact William Campbell at Larkhill Road, Worcester, WR5 2EF. Tel: 0905 763436, Fax: 0905 763450.

Museum shows the UK 'Angels' at war

THE Gulf War is the subject of an exhibition in The Florence Nightingale Museum, in London, this winter.

The special display is based on photographs taken by the nurses and the Press, showing how the 'Angels' coped with both United Nations and Iraqi casualties during the conflict.

There are seven themes, showing every aspect of military nursing.

It's the latest initiative to draw attention to the award-winning museum, in Lambeth Palace Road. But there's much more to see.

The exhibits chart the life of Florence Nightingale and the changes in nursing which occurred as a result of her principles. And medical care is a subject which is emotive to every section of the population.

Set on the site of St Thomas' Hospital, the museum has a collection of Miss Nightingale's childhood books, nursing artefacts and audio-visuals telling the story of nursing.

The museum offers good possibilities for school visits. It has a well-geared programme, including talks from both working and retired nurses and facilities for serious research.

Normal admission is £2.50 for adults, £1.50 for students and OAPs but there are discounts for groups of 11 or more.

The museum is open from Tuesday to Sunday, 10 am to 4 pm.

Full details of The Florence Nightingale Museum are available by phoning 071 620 0374.

Travel Fair organisers tout for business

ORGANISERS of British Travel Trade Fair will be at next month's Bus & Coach '91 in a bid to entice operators to their first ever show.

Christine Pott, of the BTTF, said: 'Coach operators are a vital buyer group for our trade fair and Bus & Coach '91 is the perfect platform for us to tell the industry about our new show.'

The fair is being arranged by the English, Wales and Northern Ireland Tourist Boards and incorporates the ETB's MOOT and WTB's Travelpact exhibitions. It will take place at Birmingham's NEC on April 1 and 2.

Visitors to Bus & Coach '91 will also be able to put their names down for the ETB's 92/93 Operators' Manual - to be published in March next year - and its Travel Log newsletter.

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EVA MARTON (2 JAN)
GALINA SAVOVA(4 MAT, 7 JAN)

CALAF
GIORGIO LAMBERTI
(30 DEC, 2, 4 MAT JAN)
NICOLA MARTINUCCI (4 EVE, 8 JAN)
GIORGIO MERIGHI
(29 DEC 3, 7 JAN)
DENNIS O'NEILL (1, 5 JAN)

LIU
CYNTHIA HAYMON
(30 DEC, 2, 4 MAT, 7 JAN)
JUDITH HOWARTH (4 EVE, 8 JAN)
LYUBA KAZARNOVSKAYA
(3, 5 JAN)
YOKO WATANABE (29 DEC, 1 JAN)

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24 HOURS 7 DAYS (WITH BOOKING FEE)

PHOTOGRAPH BY CLIVE BARDA

Continued from page 25...

Surcharges, if any, must be fully detailed even down to the probable level of surcharge.

The new licensing and bonding arrangments are still being set up by the DTI, but have caused some worry among operators. So far, the DTI has said the licensing arrangement will be based on the Air Travel Organiser's Licence (ATOL) operated by the CAA. But it has not said whether a new authority will be set up or ATOL's system expanded.

Licences would only be issued if the package organiser is bonded for 10 to 15 percent of turnover, either to the licensing authority or 'approved trustees.' The role of existing bonding organisations is not clear.

'We are still in the dark as to how the DTI see our role, though there is some indication that they see a role for us,' said the Bus & Coach Council's Phillip Carlisle, chair of the BCH committee.

'We are interested and concerned to see the draft legislation,' he told *Coachmart*.

'We will shortly respond to the DTI to say what role the BCH could play in the new system.'

Bonding: bringing together European coach operators.

Find out about Faraday

SCHOOLS get a chance to find out more about Victorian scientist Michael Faraday with a new exhibition at the National Portrait Gallery.

Until January 19, the London venue has portraits, manuscripts and some of the original scientific apparatus of Faraday, discoverer of the principles which led to the invention of the electric motor.

The great scientist was born 200 years ago to an ordinary Victorian family, started work as a bookbinder's apprentice but went on to have an unusual career leading up to his association with Sir Humphrey Davy and discovery of electro-magnetic induction.

His private life and religious beliefs are also detailed in the exhibition, including early photographs - he had a great interest in the subject - of his family never before seen in public.

Courses for both primary and secondary schools will be run alongside the exhibition, and there are a series of lectures, on October 9, 16, November 13 and January 10, about Faraday from several distinguished speakers.

There are also holiday activities run as informal workshops. Half term, from October 21 to 25, and the Christmas holiday from December 27 to 31 are the dates of these 'hands on' classes.

Operators should make their local schools aware of the exhibition to generate interest, since details have so far had only marginal exposure.

Full details are available from The National Portrait Galley on 071 306 0055.

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Opening Times. We're open 7 days a week, except event and special days. Tours depart continuously, throughout the day, from 10am. Last tour departs 4pm.

Bookings. Special discounts for groups 20+. School teachers — 1 free ticket per 10 pupils.

We advise you to phone before visiting. 081-902 8833

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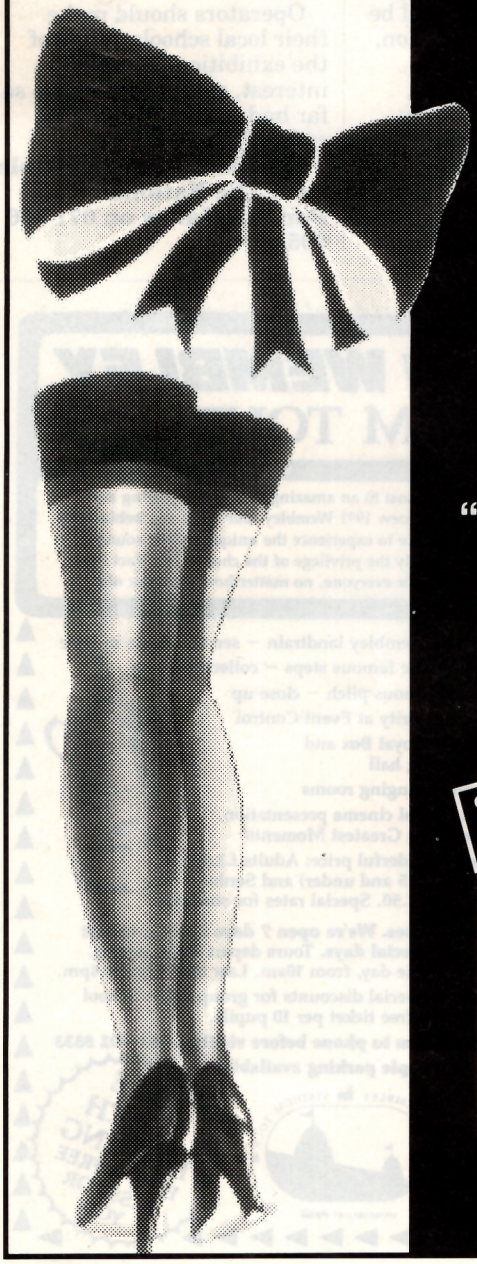

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Beachy Head centre gets its first go-ahead

BEACHY Head is to get a £5 million visitor centre with the blessing of Eastbourne Borough Council.

The scheme develops the existing Beachy Head Hotel, bought by the council in January, into an interactive display centred on the theme of the English Coastline Centre.

It will absorb both the hotel and underground radar bunker to give everything from a visitor attraction, craft shops and public toilets to country ranger's office, new car and coach parking and even 30 bedrooms for overnight stops.

The development is being done by Hardway Ltd - a former Grant Thornton-owned company whose chairman, Andrew Thorburn, was chief executive of the English Tourist Board and a council planning officer.

'This is a superb development of national importance,' said Eastbourne director of tourism, Ron Cussons. 'The commercial confidence in Eastbourne's tourism prospects has also been given a further boost by this scheme which, like the new marina development, is a high quality and highly innovative investment in the future of the resort.'

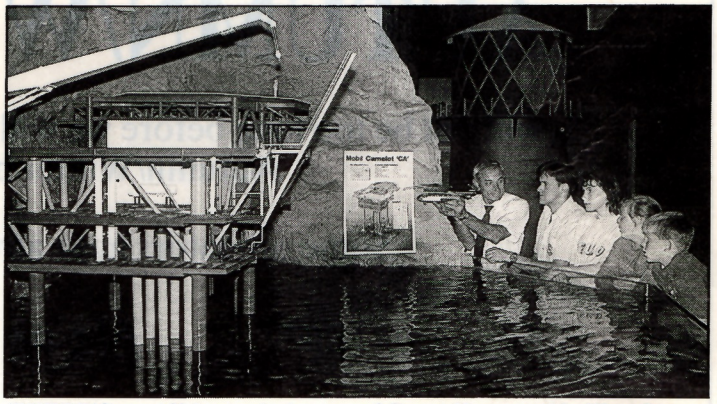
Since planning permission has so far been granted only in principle, no dates have yet been set for completion of the project, but the council is expected to retain ownership of the land, issuing Hardway with a long lease.

DTI gives travel advice

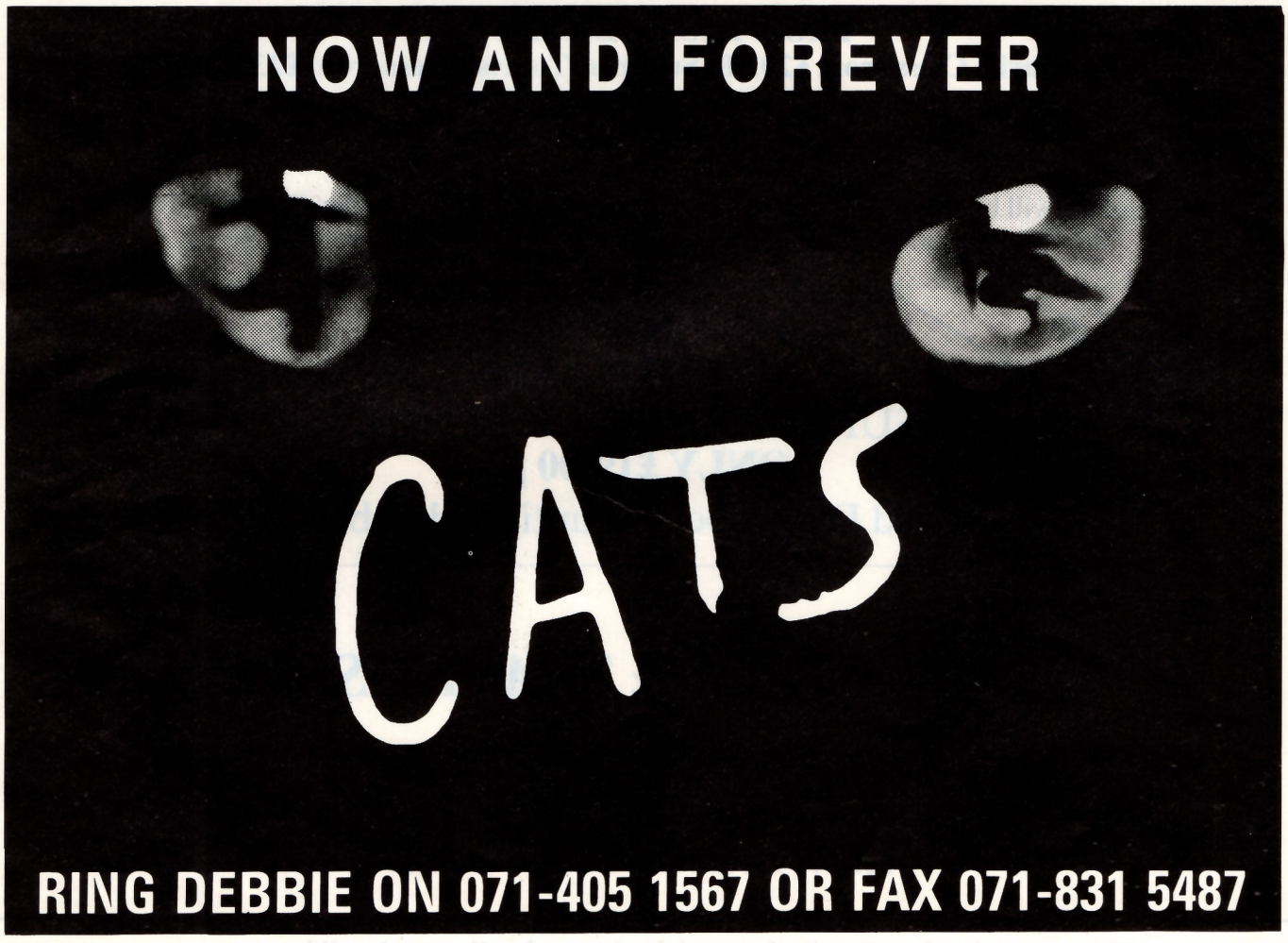
TRAVEL agencies can get free advice from the Department of Trade and Industry on October 15.

The Enterprise Initiative Roadshow is staged at the Royal Society of Arts building in The Strand, London, from 2 pm to 8 pm. No appointment is necessary, there's no fee and travel agency managers can take any problem - from the fields of marketing, business planning, financial and management information systems, and quality - along for help from experienced consultancies.

The day is not just about solving immediate problems. The Enterprise Initiative can install a genuine expert into businesses for 15 days, funding at least half of the cost, and two thirds in Urban Programme Areas.



THERE'S an offshore rig in one of Great Yarmouth's Kingdom of the Sea aquariums... to help demonstrate the importance of the industry to the local economy. The real Mobil Camelot unmanned gas production platform is about 30 miles off Yarmouth. The model - shown here being explained to staff and children by Mobil man Ted House - is in a fish tank.



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NO sooner had the British Travel Trade Fair been launched, than Cardiff Marketing signed up for stand space. The BTTF marks the end of Moot and Wales' Travelpact and the start of an amalgamated travel fair incorporating all the provinces. Staff from the English, Northern Ireland and Wales Tourist Boards are pictured outside Cardiff Castle delivering the marketing message to Cardiff Marketing's Graham Muschialli (lying down).

Seven more staged as Britain gets a garden show boom

ORGANISERS of the Ideal Gardening Show - part of the Ideal Homes Exhibition at Earl's Court - have announced a calendar of six other shows.

In a year which seems set to make Britain gardening mad, Garden Events' programme starts with the Ideal Gardening Show on March 26 - 29 and continues with half a dozen others, most in the South.

On April 10 to 12 there's a Spring Gardening Show at Syon Park, London; on April 17 to 20 it's the Easter Festival of Gardening at Borde Hill, Sussex; May 2 to 4 sees the Mayday Weekend Milton Keynes Garden Show held; June 13 and 14 are the dates of the Midsummer Festival of Gardening at Weston Park, Shropshire; Capel Manor's Midsummer Festival is at the Enfield, Middlesex, house on June 26 to 28; and the Torbay Bank Holiday Flower Festival is on August 28 to 31.

The biggest of the shows is, of course, the Ideal Gardening Show, at which more than 20,000 are likely to pass through the doors. But the regional shows have good possibilities for an addition to an existing excursion or tour itinerary.

Gardening will undoubtedly be tourism's flavour of the year in 1992, with Ebbw Vale hosting the last National Garden Festival, and Holland the 10-yearly Floriade show - both huge events which will be heavily advertised.

Details of all shows are available by phoning 0525 405771, or Fax: 0525 840480.

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Eastbourne hotels in new coach package

AN EASTBOURNE hotel marketing group has changed the face of visits to the Sussex seaside resort with a new 'coach friendly' package.

Eastbourne Associated Hotels last year offered coach parking in an attempt to win more group business but, despite doubling its group bookings this year, was not happy with the security arrangements in Princes Park coach park.

After putting pressure on the council, the association managed to get all-night security and has now added a whole host of extras to entice still more coach operators to the 20 or so hotels it represents.

Free, secure coach parking, a free coach wash, transfers for drivers from the coach park, discounts on pump derv prices, and coach repair facilities are all included in a booking through Eastbourne Associated Hotels. Operators can even get route planning advice and excursion suggestions from EAH.

'Our policies are clearly working,' said managing director Ron Brooker. 'Much of this year's extra business has been the knock-on effect from last year.'

Full details are from EAH, Tel: 0323 410443, Fax: 0323 639448.

Lyric has shows to suit this winter

HAMMERSMITH'S Lyric Theatre has lined up four shows, spanning comedy, suspense and classic drama, to take it through to the new year.

The Knickers, on now until October 12, is a comedy show; Lady Audley's Secret from October 17 to November 30, is a Victorian whodunnit; As You Like it, from December 2 to January 4, gets a fresh approach; and The Kosh from January 6 to 25 is a blend of dance, music and acrobatics.

The Lyric is particularly geared up for groups this winter, and is issuing a groups newsletter and Lyric factsheet to generate interest in its programme of events and its corporate hospitality facilities.

Full details of all shows and The Lyric's hefty group discounts are available from Sue Rolfe, Tel: 081 748 9133, Fax: 081 741 7694.

Rail buffs get new North East guide

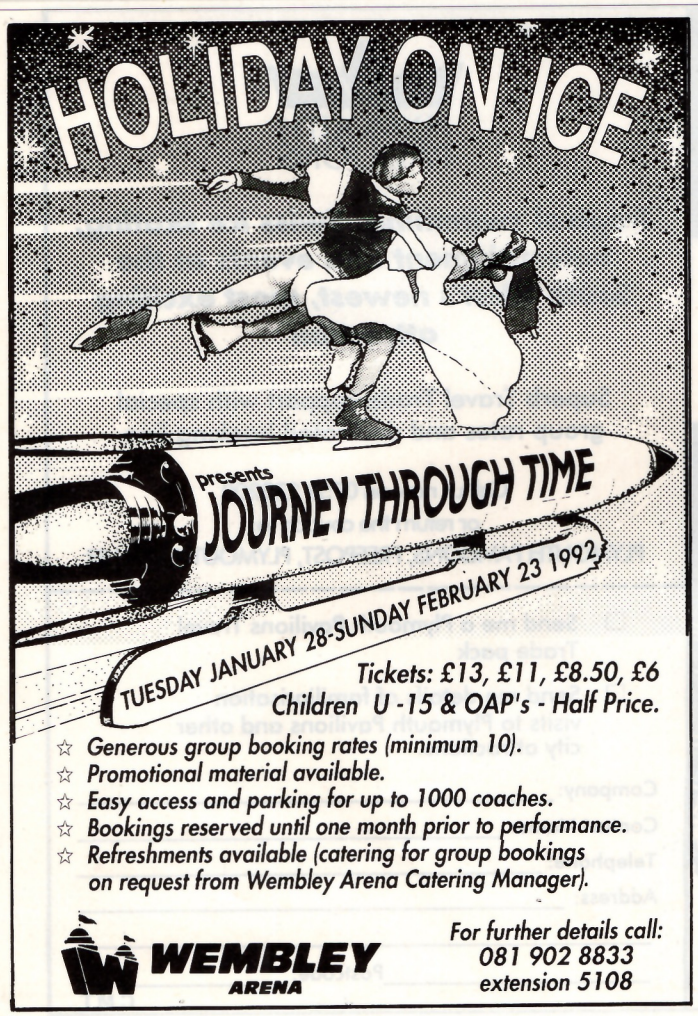
TRANSPORT enthusiasts are the target of Northumbria's Railway Heritage guide to attractions.

The tourist office is hoping demand will rise for visits to the 40 or so attractions in the North East with the launch of the map-fold booklet. Operators running tours in the area - or even planning tours for transport buffs - can get copies from Northumbria Tourist Board, Aykley Heads, Durham DH1 5UX, Tel: 091 384 6905, Fax: 091 386 0899.

Japanese visit

JAPANESE travel trade representatives were being shown the attractions of the South East last week as part of the region's sales initiative for 1992.

Based at Leeds Castle, the team of tour operators from Japan spent the weekend seeing dozens of locations in Kent, Sussex and Surrey. High on the shopping list are visits to castles like Leeds, flower festivals and golf packages.



Tickets: £13, £11, £8.50, £6
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- ☆ Generous group booking rates (minimum 10).
- ☆ Promotional material available.
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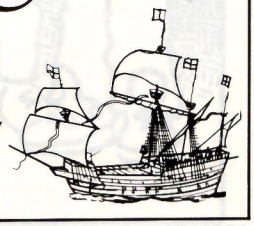

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COACHES WELCOME

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(20217/HO)

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This family run hotel is close to all amenities and level with the sea front. All rooms en suite, tea and coffee making facilities in all rooms. Lift, entertainment and licence.
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0796 2862

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Our position makes us an ideal centre for a week's stay in the Perthshire Highlands.

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SEAVIEW ROAD,
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Tariff rates available
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OPEN ALL YEAR
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(21458/CWL)

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BARGAIN BUS
1978 BRISTOL LHS
35 seater coach, Plaxton Supreme, good condition, power door, MoT March '92.
£5,000 + VAT ono
Tel. (0329) 284005
(21711/BAR)

BARGAIN BUS
1977 FORD PLAXTON SUPREME S Reg plate
Tested May '92, in good running order.
£3,000 + VAT
Tel. 0761 434625 Radstock
(21689/BAR)

BARGAIN BUS
1982/83 NEOPLAN CITYLINER MERCEDES V8
49 reclining seats, toilet, video, coffee machine, telephone. Excellent for tour work.
£42,000
This vehicle has been maintained to a very high standard.
Tel: 0272 876543
TRANS CONTINENTAL
CLEVEDON MOTORWAYS
(21715/BAR)

BARGAIN BUS
1982 DAF MB200 PLAXTON SUPREME GT
53 reclining seats, excellent condition.
£25,000
This vehicle has been maintained to a very high standard.
Tel: 0272 876543
TRANS CONTINENTAL
CLEVEDON MOTORWAYS
(21714/BAR)

BARGAIN BUS
1984 DAF DKFL PLAXTON PARAMOUNT 3500
4 Star specification, MoT December 1991, private plate, painted all white and in excellent condition.
£24,000 + VAT
Tel: 0506 881318
(21642/BB)

BARGAIN BUS
1981 MERCEDES 508D
19 moquette seats, MoT, used daily on contracts.
£5,500 + VAT
Tel. (0949) 837526
(21655/BAR)

BARGAIN BUS
1975 BEDFORD YRT DOMINANT I
Rear end damage, ideal for repair or spares. Still driveable.
£1,000 + VAT ono
Tel: 0502 574669
(21723/BAR)

BARGAIN BUS
BEDFORD
45 seater coach, 1971, MoT Sept '91, power door, excellent engine and seats.
£995 ono
0205 722359
(21530/BAR)

AEC

AEC, Mk 4 front, N reg, 44 seats, toilet, 760 engine, ZF gearbox, 9 months MoT. **£4,500 + VAT. Tel. 0602 789466.** (21720/AEC)

1979 AEC 760, 53 seats, Dominant II, Grant doors, 6 speed manual, test September 1991. **£3,500 + VAT. Tel. 0244 531042.** (21706/AEC)

BEDFORD

1979 BEDFORD YLQ DUPLE
45 seater, MoT May 1992, taxed until October 1991, good condition, clean inside and out, used by military motorcycle team.
OIRO £4,000
Tel. 081 854 2242 Ext 3284
(21529/BE)

BEDFORD

MOSELEY CONTINENTAL EXECUTIVE BEDFORD 500

P Reg, built especially for Texaco company chairman. 17 seater with swivelling armchair type seats each with its own individual table, magazine rack, drinks holder etc. Large conference area with table at rear. Sink and bar facilities, full air conditioning, 220 volt power from separate engine, stereo radio cassette and PA system, tinted windows, fully carpeted throughout, driver operated air door etc.

£4,750 + VAT ono
Primrose Motors, Leominster 0568 61 2271
(21710/BE)

1975 BEDFORD PJK, 29 seater coach, Plaxton Supreme, power door, MoT May '92, good condition and economical, **£2,500 ono + VAT. Tel. Dorset (0935) 872390.** (21690/BE)

1977 BEDFORD YMT Duple Dominant II, 53 seats, good condition, **£4,500 + VAT. 1978 BEDFORD YMT** Plaxton, 53 seats, excellent condition, **£5,500 + VAT. Tel. (0225) 424157.** (21747/BE)

1983 BEDFORD YNT 11m DUPLE DOMINANT III
53 seats, recon engine 8/90, full MoT, Telma, speed limiter, double glazed, stereo, radio cassette.
£13,000 + VAT
Tel: 021 359 8877 No P/X
(21644/BE)

1981 BEDFORD YMT 500 TURBO DOMINANT II, 53 seats. **£9,000**
1979 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**
1978 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**
1980 BEDFORD PJK DOMINANT, 29 seats. **£6,000**
All vehicles are resprayed in white
MoT'd and subject to VAT @ 17.5%
PENT RISE TRAVEL
0202 579592
(21654/BE)

1984 BEDFORD YMP 10M PLAXTON PARAMOUNT, 41 seater, MoT to 23.4.92.
£20,000 + VAT
1987 BEDFORD YMPS PLAXTON PARAMOUNT, 35 seater, MoT to 24.6.92.
£32,000 + VAT
Both of these coaches are in exceptionally good condition, owned by us since new and used on our own excursion and tours programme. Both have reclining seats, full soft trim, double-glazed.
VERY ATTRACTIVE VEHICLES.
Reasonable offers considered.
HORNSBY'S of SCUNTHORPE
0724 282255
(21639/BE)

1980
BEDFORD YMT 500 ALPHA
53 seats, 12 months test, recent engine and gearbox overhaul, new clutch, retrimmed and resprayed blue/white.
£9,000 ono + VAT
Tel: 0905 58529 (Worcester)
(21732/BE)

BEDFORD

BEDFORD 500

YNT Duple Dominant IV, 53 seaters, MoT 91/92.
Choice of two.

£9,550 each + VAT

Tel. 071 613 3333

(21693/BE)

1984 BEDFORD YNT DUPLE LAZER 11 METRE

51 seats, side lockers, radio PA, MoT till Aug '92, good condition, one owner since new. Prepared to take Leopard and National service buses (exchange).

£19,500 ono + VAT

Tel. (0443) 832101

(21684/BE)

BEDFORD PJK

29 SEATER, 1982

12 months test and taxed, owned by us since new, good condition, clean inside and out, sale due to update of fleet.

£9,500 + VAT ono

Tel. 061 624 7316

(21685/BE)

BOVA

1986 BOVA FUTURA HIGHLINE

49 seater, luxury coach with toilet, video, TV, drinks machine, MoT February 1992.

£35,000 ono

Tel: 0689 890112

Fax: 0689 890067

(21648/BO)

DOUBLE DECKERS

1984 DAF JONCKHEERE P99, 71 seaters, recent new engine, retrimmed, washroom/WC, 6 video monitors, refrigerator, coffee boiler, MOT December 1991 or April 1992. Choice of two. Can be resprayed in your livery. **Tel. Victory Tours, Salisbury 0725 52247.**
(21727/DD)

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DAIMLER FLEETLINE, M reg, high bridge, Leyland 680 engines, twin doors, choice of three, full MoTs. **£3,250 + VAT. Tel. 0602 789466.**
(21717/DD)

1979 YMT SUPREME

With new MoT.
£7,000

1983 YNT PARAMOUNT

MoT till Feb 1992.
£19,000

Both owned by us since new and in excellent condition. Usual extras. Exterior green/white, interior brown.

BARNES COACHES (WILTSHIRE)
Tel. (0672) 40330 or (0672) 20558 (eves)

(21703/BE)

1980 YMT Dominant II, 53 seater, 12 months MoT, retrimmed 6 months ago, very good condition, **£7,000 + VAT. Tel. 061 449 8449.** (21572/BE)

1986 BEDFORD YMPS, 28 recliners, toilet, Webasto, tinted windows, curtains, tv, video, pa, vgc, £23,500 ono + VAT. Tel. (0382) 84902. (21698/BE)

DAF

1984 DAF BOVA CALYPSO

53 seaters, MoT.
Choice of two.

From £25,500 each + VAT

Tel. 071 613 3333

(21694/DAF)

DAF DKFL CAETANO ALGARVE

1984 (A), 50 reclining seats, toilet, sink, hot/cold water, video, MoT February 1992.

£34,500 + VAT

Tel: 0643 821883

(21745/DAF)

1985 DAF MB200 ALGARVE

51 recliners, toilet, video, boiler, excellent condition, extremely reliable, new MoT.

£33,000 + VAT

Part exchange considered.

Tel: 0822 833636

Viewing at your premises can be arranged

(21730/DAF)

W REG DAF MB200 JONCKHEERE BERMUDA, 51 recliners + courier, TV, radio cassette, rear sunken toilet, drinks machine, MoT 4/92, good condition throughout, **£23,000 + VAT ono. Tel. (0977) 661214.** (21500/DA)

DUPLE

1987

DUPLE 425

Cummins/ZF automatic, 46 recliners, 3 x TV monitors, wired for video (not supplied), toilet, galley with fridge, water boiler, sink and cupboards, rear continental door.

£45,000 + VAT ono

0202 537568 or 0929 554588

(21582/DU)

FORD

1978 FORD

53 seater, R1114, MoT Aug '92, taxed, good condition.

£4,500 + VAT

Duncan's Coaches Ltd (0480) 453863

(21531/FO)

1976-81 FORDS

All good MoTs. All good contract vehicles.

Offers

Tel. (08677) 2270

(21528/FO)

FORD PLAXTON R1114, 1977, 45 seats, MoT March 1992, recently resprayed white and also reupholstered, good all round condition. Would exchange for Bristol LH. **£2,500 + VAT. Tel. 03552 35292 (Glasgow).**
(21728/FO)

FORD R1114, 53 seat, curtains, tinted windows, full year's MoT, tested 6 months, **£7,000 ono. FORD** R1014, 45 seat, tax and tested, **£6,500.** Both vehicles in very good condition and ready to work. **Tel. (0786) 823099 or Mobile (0836) 702484.** (21733/FO)

1981 Ford Dominant II, 53 seater, good condition, Telma, side lockers, tinted windows, curtains, MoT Dec 1991, **£6,000 ono. Tel. Llandudno (0492) 876009.** (21676/FO)

1976 FORD PLAXTON SUPREME II, 53 seater, new engine, new clutch, new MoT, very good condition for year, **£3,500 ono + VAT. Please tel. (0205) 354804.** (21673/FO)

1984 FORD PLAXTON PARAMOUNT 3200, full executive, recent new engine, 49 reclining seats, fully overhauled and resprayed, tested 7/92, excellent condition throughout, **£25,000 + VAT. Tel. (0494) 816159.** (21501/FO)

1978 FORD PLAXTON, white/red exterior with red trim, very clean throughout, MoT October 1992. **£4,250 + VAT. Tel. 0785 284667.** (21708/FO)

FORD R1114 Plaxton Mark 4, V reg, 1980, 53 seats, power door, MoT to March 1992, ideal for schools etc. **£4,500 + VAT. Tel. 0602 789466.**
21721/FO)

FORD

FORD R1114 Dominant 2, V reg, 53 seats, power doors, full MoT, pits available for examination. **£4,500 + VAT. Tel. 0602 789466.** (21719/FO)

FORD TRANSIT 1.9 DIESEL

Choice of 2 (G Regs)

PSV/Welfare, mileage 28/38 km, 14 seats, auto front door, wheelchair lift at rear, white.

OPEN TO OFFERS

Tel: 0386 45072
GORDON PARKER

(21704/FO)

LEYLAND

1983 TIGER 245 ZF 11M PLAXTON PARAMOUNT, 53 seater, Express, MoT 13.12.91. **£23,000 + VAT**

1983 TIGER 245 ZF 12M PLAXTON PARAMOUNT, 57 seater, 3200, MoT 11.12.91. **£33,000 + VAT**

1985 TIGER 245 HYDRO 12M PLAXTON PARAMOUNT, 57 seater, 3200, MoT 16.12.91. **£44,000 + VAT**

All the above are in good condition throughout and can be provided with new MoTs.

REASONABLE OFFERS CONSIDERED

HORNSBY's of SCUNTHORPE

0724 282255

(21638/LE)

LEYLAND NATIONAL

52 seats

1974, 12 months MoT **£4,000**
1974, 6 months MoT **£3,500**
1976, no MoT but good runner **£3,000**

Contact P. Bowran
Tel: 0782 744744

PMT

(21651/LE)

1984 TIGER CARIBBEAN, 55 rec, tints, blinds, new engine 81,000 miles, clutch 8,000 miles, diff 6,000 miles, 12 months MoT, **£30,000 + VAT. King of the Road Coaches, Worthing. Tel. (0903) 34010/200245.** (21656/LE)

1984 TIGER PARA 3500, 53 rec, new engine approx 100,000 miles, clutch 6,000 miles, 12 months MoT, **£32,500 + VAT. King of the Road Coaches, Worthing. Tel. (0903) 34010/200245.**
(21658/LE)

1986 Leyland Club Optare, 33 seats service bus, destination, auto, power steering, power door, semi-coach seats, excellent condition. Choice of two. **Offers please. 1980** Leyland Willowbrook, semi-auto, 680 engine, Express doors, semi-coach seats, **offers please. Tel. Blythswood Motors 041 221 3165.** (21741/LE)

LEYLAND

LEYLAND 245 TIGERS

Semi-autos, long MoTs.
1983, Y reg, DOMINANT IV, 53 seats.
1983, A reg, PLAXTON 3200, 44 recliners, toilet and servery.
1985 B reg PLAXTON 3200, 50 recliners.
1985 C reg PLAXTON 3500, low driver, 49 recliners and toilet.
1985 C reg PLAXTON 3500, low driver, 44 recliners, toilet and servery.
All in white. **Prices from £20,000 to £40,000 + VAT.**
DORSET TRAVEL SERVICES 0202 537568 or 0929 554588
(21581/LE)

1972 LEOPARD ELITE, Mk 4, front and rear, good seats, recently overhauled engine/gearbox, express doors, MoT May '92. **£3,000 + VAT. Tayside (0575) 72130.** (21624/LE)

1986 Leyland Cub Optare. 33 seater service bus, auto, Telma retarder, power door, in excellent condition. **£12,500 + VAT.** P/X considered. **Tel. Mr Rixon on 0656 783269 (S. Wales).** (21610/MB)

1978 LEYLAND LEOPARD, semi auto Plaxton, white and red with recent re-trim, MoT January 1992. **£7,500 + VAT. Tel. 0785 284667.** (21709/LE)

1971 680 LEOPARD PLAXTON ELITE MK IV, Supreme front, 49 re-trimmed seats, power door, recon gearbox, Storno radio fitted, tested 12 months, exceptional condition throughout, **£3,150 + VAT. Tel. (0772) 673119 Preston, Mobile (0836) 220781.** (21683/LE)

LEOPARD Plaxton Supreme Mk IV, 1979, semi auto, taxed, tested, retrimmed, grant doors, destination gear, ideal private hire, contract, stage vehicle, full maintenance records and pit inspection available. **£10,750 plus VAT. Contact Birmingham Coach Company on 021 555 5522.** (21622/LE)

MCW

1985
METROLINER

Full spec, 71 seater, 3 TVs, video, toilet, drinks machine, tables, MoT May 1992.
£28,000 + VAT
Tel: 071 613 3333 (Example)
(21692/MCW)

1985 MCW METROLINER

52 seaters (rec), long MoT, radio, PA, cassette, painted your choice.
£25,000 + VAT
Tel: 081 592 7453 or 040 24 48072 – would part exchange
(21713/MCW)

MAN VW

MAN SR 280 EXECUTIVE COACH

(1982). 50 semi-reclining seats & courier, toilet, gantry, radio cassette/pa system, wired for TV video, rolla blinds to tinted windows, overhead full air suspension, off-side continental door, 6 speed ZF box, large luggage capacity, 12 months MOT.
£30,000 & VAT ono
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MERCEDES

1981 [illegible] 0D
Conversion, **SOLD** 0,000 + VAT
1988 811D ROBIN HOOD
Coachbuilt, 19 seats + courier seat, very spacious, large boot, many extras, **£19,500 + VAT ono**
Both vehicles owned by us since new
EASSONS COACHES, SOUTHAMPTON
(0703) 448153 or 434447
(21491/ME)

MERCEDES

MERCEDES 408D, 15 seater, 1989 (G), white, Devon conversion, highback luxury seats, PAS, full PSV spec, one owner/driver, 36,000 miles, supplied and serviced by us from new, excellent condition, **£16,950 + VAT. Cathedral Motor Co, Truro. Tel. (0872) 73949.** (21573/MER)

1989 (F) MERCEDES 609D, Coachcraft, 21 seat luxury conversion, deep boot, skirts, saloon heater, luggage racks. **£16,500 + VAT. Tel. Browns Coaches, Pontefract 0977 647454.** (21701/ME)

MERCEDES. New choice of 24 to 33 seats in stock now. Also selection of used 84-91 vehicles. **Tel. Blythswood Motors on 041 221 3165.** (21744/ME)

MERCEDES

1986 C REG 608D

Ensor conversion, 19 seats, MoT till Jan '92, large boot, good condition.
£12,000 + VAT ono
Tel. (0494) 711089
(21682/ME)

MERCEDES BENZ 0303 RHD INTEGRAL

First registered 01.07.85.
49 recliners plus courier seat. One owner from new, private plate, double glazed, TV/video, fridge, hot and cold drinks, driver's bunk.
11 months test.
£46,000 ovno
Tel: 0506 871231 day or 0836 705036 mobile day or night Scotland
(21686/ME)

1989 (G) MERCEDES 609D

24 seater, hi-back moquette seats, luggage racks, p/door, air conditioning, curtains, full luxury spec, low miles – 69,000!!
£18,250 + VAT ono
Tel. (0262) 672592
(21636/ME)

SERVICE BUSES

N REG BEDFORD YRT/Plaxton Derwent, 60 seats **£2,500 + VAT**

N REG BEDFORD YRT/Alexander, Y Type, 53 seats.....**£1,750 + VAT**

K REG BRISTOL RE/ECW, 49 seats + luggage pen, Gardner engine.....**£2,250 + VAT**

All above in very nice condition. Full inspection facilities available
Tel. (0473) 37614 or (0850) 331067 (Mobile)
(21695/SB)

SEDDON

SEDDON ALEXANDRA, R Reg, 53 seats, 24 standee, ZF gearbox, used daily, choice of three (one with 49 coach seats), all good MoTs, **£2,000 each plus VAT. Tel. (0602) 789466.** (21718/SE)

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(18547/VH)

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SETRA HIGHLINER, 215 HD, 1982, private plate, recliner 49 st, toilet, bunk, coffee machine, video, MoT July '92, **£38,000. Tel. 081 578 8990.**

1983 PRIVATE PLATE HI LINE SETRA 215 HD

Superb condition, 49 recliners + courier, toilet, coffee machine, 2 x TV video, voith, Webasto, air suspension, bunk, just sprayed, twin pack white.
£45,500 + VAT
Tel. (0375) 673482 day
(0375) 670163 eves
(21697/SE)

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OPTARE Vehicles Sales

A SELECTION OF NEW, DEMONSTRATOR AND PRE-OWNED BUSES AND COACHES AT ATTRACTIVE PRICES FROM STOCK OR FOR EARLY DELIVERY.
IF YOUR SPECIFICATION IS NOT SHOWN HERE LET US KNOW – OTHER MODELS ARE AVAILABLE

STARRIDER 29 seat high specification, luxury coach.. Mercedes Benz 811D chassis, manual gearbox, coach seats with armrests, large luggage boot, luggage racks with individual reading lights and forced-air ventilation. Interior grey/red stripe. Exterior white.

"COMFORT WITH ECONOMY" NEW

STARRIDER City Bus specification SRE model with 26 seats plus 15 standees. Mercedes Benz 811D chassis, automatic gearbox. Telma, 'fast-flow' entrance with full width power door, treadmaster floor. Interior grey/blue stripe. Exterior silver. Approx 20,000 miles. Reg Sept 1990 'H'. Balance of manufacturers warranty.

"HIGH SPECIFICATION CITY BUS" DEMO

STARRIDER 28 Lazzerini seats plus 8 standees, high specification City Bus. Mercedes Benz 811D chassis, automatic gearbox, Telma retarder, combined 'fast-flow' entrance/exit, electronic destination gear. Interior red pattern. Exterior cream/maroon. Approx 50,000 miles. Regi May 1989 'F'. CHOICE OF TWO.

"QUALITY USED." USED

METRORIDER LWB City Bus, 29 seats plus 13 standees, fast-flow specification with full width entrance door. Integral build with Cummins engine and Allison automatic gearbox. All round disc brakes, Telma retarder, DiPTAC features. Approx 10,000 miles. Reg March 1991. Balance of manufacturers warranties.

"HEAVY DUTY WORK HORSE" DEMO

CITYPACER City Bus with 25 seats plus 5 standees.. VW LT55 chassis, manual gearbox, twin-leaf power-entrance door, Telma retarder, Eberspacher heating, DiPTAC features, interior grey with red stripe, exterior white, grey floor, soft trim interior, roof vent and tinted windows.

"HIGH SPECIFICATION CITY BUS" NEW

CITYPACER 25 seats plus 9 standees. City Bus specification, VW LT55 chassis, manual gearbox, luggage pen, twin leaf power entrance door, Telma, retarder, Eberspacher heater, DiPTAC features. Interior grey with red stripe. Exterior white. Approx 5,000 miles. Reg April 1991 'H'. Balance of manufacturers warranty.

"HIGH SPECIFICATION CITY BUS" DEMO

INTERCITY PACER, luxury coach specification with 25 high back moquette seats, power door, tined windows, curtains, rear luggage boot, moquette to roof, parcel racks, VW LT55 chassis with manual gearbox.

"LUXURY INTERCITY COACH" NEW

METRORIDER SWB City Bus, 23 seats plus 8 standees, luggage pen, twin leaf power entrance door. Integral build with Cummins engine and Allison automatic gearbox. All round disc brakes, Telma retarder, DiPTAC features. Approx 14,000 miles. Reg March 1991. Balance of manufacturers warranties.

"HEAVY DUTY WORK HORSE" DEMO

TELEPHONE TO DISCUSS OUR SPECIAL LEASING PLANS (written details on request – subject to status).
FOR FULL SPECIFICATION ON THESE OR OTHER MODELS TELEPHONE CHRIS GEE IN OUR SALES OFFICE

Manston Lane, Leeds, LS15 8SU. Tel: 0532 645182 Fax: 606635

SETRA

KÄSSBOHRER *HOT NUMBERS*

New vehicles all lined up and ready to go now

6-S215HD Setra Tornados – super luxu[ry] vehicles with 49 reclining se[ats], air-conditioning, [WC] along with WC, kitche[n], driver's accom. plu[s] 360 HP turbo-charged diesel.

TWO SOLD ONE UNDER OFFER

2-S215HR Setra Rationales with 53 reclining seats, courier seat, refrigerator and international ventilation, Daimler Benz 290 BHP engine.

CHECK OUT THE PRICES WITH US TODAY. YOU'LL BE AMAZED JUST HOW AFFORDABLE THESE VEHICLES ARE.

Special Offer Used Vehicles

1988 MERCEDES BENZ 609D 19 SEAT MINI-BUS, usual fitments, good condition £15,000

1988 MERCEDES BENZ 709D 24 SEAT MINI-BUS, many extras, very good condition £15,500

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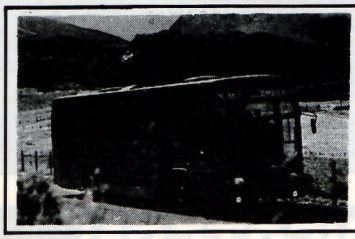

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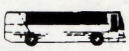

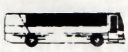

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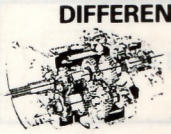

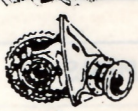

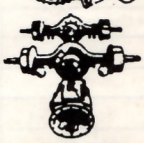

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1985 B DAF SB2300DHS PLAXTON 3200, 53R.
1986 D SB2305DHTD PLAXTON 3200 LOW DRIVER, 55E.
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1983 A MB200DKL MOSELEY ALPHA, 53R.
1989 F VOLVO B10M JONCKHEERE DEAUVILLE, 49R + TOILET+ AIR COND.
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1989 F VOLVO B10M VAN HOOL ALIZEE H, 53R.
1987 E SCANIA K112 VAN HOOL DH, 49R + TOILET.
1978 T BEDFORD YMT PLAXTON EXPRESS, 53.
1985 B FORD PLAXTON 3200, 35.
1982 Y FORD PLAXTON SUPREME, 35.
1980 V BEDFORD PJK PLAXTON SUPREME, 29.
1985 C BEDFORD YMV PLAXTON 3200, 53.
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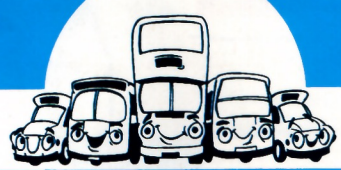

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